



Woods Research, Inc.

Market Analysis

For

**The Heritage Trace Apartments
An Affordable Apartment Complex
For Older Persons**

In

Palmetto, GA

Report Date

June 2012

Site Work Completed

April 28, 2012

By Woods Research, Inc.

For

**Heritage Trace, LP
Albertville, AL**



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Summary Table:

(must be completed by the analyst and included in the executive summary)

Development Name:	Heritage Trace Apartments	Total # Units:	48
Location:	Palmetto, GA	# LIHTC Units:	47
PMA Boundary:	Census Tracts: 104 in Fulton County and 1704.02 in Coweta County		
	Farthest Boundary Distance to Subject:		
			10.86 miles

RENTAL HOUSING STOCK (found on page 87-92)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	13	2146	176	91.7 %
Market-Rate Housing	7	1661	152	90.8 %
Assisted/Subsidized Housing not to include LIHTC	4	145	2	98.6 %
LIHTC	2	340	25	92.6 %
Stabilized Comps	5	1167	68	94.2 %
Properties in Construction & Lease Up	0	-	-	- %

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
4	1	1	779	\$475	\$778	\$0.95	38.95 %	\$1018	\$1.37
8	1	1	779	\$495	\$862	\$0.95	36.38 %	\$1018	\$1.37
4	2	2	1105	\$585	\$778	\$0.73	32.13 %	\$1200	\$1.14
31	2	2	1105	\$590	\$862	\$0.73	31.55 %	\$1200	\$1.14
1	2	2	1105	\$- Mgr	\$-	\$-	- %	\$-	\$-

DEMOGRAPHIC DATA (found on page 47)

	2010		2012		2014	
Renter Households	337	16 %	358	16 %	390	16 %
Income-Qualified Renter HHs (LIHTC)	74	22 %	79	22 %	86	22 %
Income-Qualified Renter HHs (MR) (if applicable)	-	- %	-	- %	-	- %

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 78)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth	-	9	11	-	-	12
Existing Households (Overburd + Substand)	-	47	60	-	-	62
Homeowner conversion (Seniors)	-	57	71	-	-	75
Secondary Market Demand	-	75	85	-	-	90
Less Comparable/Competitive Supply	-	0	0	-	-	0
Net Income-qualified Renter HHs	-	189	227	-	-	339

CAPTURE RATES (found on page 80)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate	-	11.76	18.84	-	-	13.86

A. EXECUTIVE SUMMARY

Table 16.0 - Capture Rate Analysis Chart

Palmetto Capture Rate Analysis Chart

Income Limits	Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min - Max	Proposed Rents
50% AMI	1 BR	4	47	0	47	8.51%	3 mo.	\$778	\$17,310-\$31,200	\$475
	2 BR	4	142	0	142	2.82%	3 mo.	\$862		\$585
	3 BR	0	0	0	0	-				
	4 BR	0	0	0	0	-				
60% AMI	1 BR	8	57	0	57	14.04%	4 mo.	\$778	\$17,910-\$37,440	\$495
	2 BR	31	170	0	170	18.24%	7 mo.	\$862		\$590
	3 BR	0	0	0	0	-				
	4 BR	0	0	0	0	-				
TOTAL For Project	30%	0	0	0	0	-			\$17,310-\$31,200	
	50%	8	189	0	68	11.76%	5 mo.			
	60%	39	227	0	207	18.84%	7 mo.			
	Market	0	0	0	0	-				

Demand Analysis:

The net demand for rental units for households that qualify for the units designated at 50 percent of AMI is 189 units.

The net demand for rental units for households that qualify for the units designated at 60 percent of AMI is 227 units.

The total net demand for rental units for households qualifying for LIHTC units including 50 and 60 percent is 239 units.

The capture rate for 50 percent units is 11.76 percent of the income-eligible older person renter market.

The capture rate for 60 percent units is 18.84 percent of the income-eligible older person renter market.

These are reasonable capture rates and would not adversely impact any existing rental housing in the area.

Based on the current apartment occupancy trends in the Primary Market Area, the proposed apartment complex should achieve an **average stabilized occupancy of 97 percent**.

Stabilization and Absorption projections:

The proposed older person complex should experience an absorption rate of approximately 8 to 10 units per month, depending on the time of year the complex opens. The stabilization and absorption time period would be 5 to 7 months.

Proposed Project:

The proposed project is for the development of a 48-unit new construction complex utilizing a Section 42 allocation. All of these units are designated for persons 55+ and over. The proposed project will have 12 1-BR and 36 2-BR units. One of these new units will be a non-revenue unit for the manager. Seventeen percent of the unit will be 50 percent of AMI and the remaining 83 percent will be at 60 percent of AMI. Units are designated for older persons, which is 55 and over.

Proposed Project Amenities:

Common amenities are as follows: Onsite office with manager and maintenance, community room with internet service, community TV with cable and exercise room, laundry room and picnic area. *Interior amenities are as follows:* Refrigerator, stove/range, microwave, dishwasher, disposal, W/D hookups, mini-blinds, ceiling fans, interior and exterior storage, carpet and vinyl flooring, heat pump and central air conditioning.

Proposed Site Location:

The Site, located on the East side of Palmetto Cascade Highway (SR 154) and just North of Carlton Road, is a 6.5-acre heavily wooded parcel. A driveway to the Site is located on Cascade Palmetto Highway, and extends 553 feet East to connect to the main portion of the Site. This will leave a large undeveloped, heavily wooded tract of land between the Site and Cascade Palmetto Highway. The property is heavily wooded and flat. The surrounding properties include:

- North – Heavily wooded, undeveloped land North of the driveway; Princeton Village single-family home subdivision is North of the main portion of the Site.
- East – Vacant, cleared lots with road and curbs cut as part of Princeton Village.
- South – Palmetto Preserve Apartments is South of the main portion of the Site; heavily wooded, undeveloped land South of the driveway.
- West – Heavily wooded, undeveloped area for sale across Cascade Palmetto Highway.

Primary Market Area:

A conservative and reasonable Primary Market Area for new affordable apartments in the Palmetto Primary Market Area has been defined as:

- Census Tract 104 in Fulton County
- Census Tract 1704.02 in Coweta County

The geographic boundaries of the Palmetto Primary Market are:

- East: Line Creek to Johnson Road to Gullatt Road to Hobgood Road to Peak Creek
- North: Pea Creek to Chattahoochee River
- West: Chattahoochee River
- South: Fulton County/Coweta County line to Waterworks Road to Interstate 85 to Fischer Road to Line Creek

The Secondary Market Area is all of Fulton County

Community Demographics Highlights:

The population of the Palmetto Primary Market Area increased by 28.14 percent between 2000 and 2010. The Primary Market Area population is estimated to have increased by 4.39 percent between 2010 and 2012. Population projections indicate that the Primary Market Area population will increase by 3.90 percent between 2012 and 2014 and another 5.63 percent between 2014 and 2017.

The number of households in the Primary Market Area increased by 27.72 percent between 2000 and 2010. The number of households is projected to increase by 4.34

percent between 2010 and 2012, 3.99 percent between 2012 and 2014 and 5.76 percent between 2014 and 2017.

Market Area Economy Highlights:

Based on the Quarterly Census of employment, which tracks jobs, not employed persons, Fulton County has lost 45,397 jobs between January 2001 and September 2011. This is a 5.96 percent loss in jobs in Fulton County.

Between 2002 and April 2012 the number of employed persons residing in the County decreased by 2.96 percent.

The largest category is manufacturing. Professional, scientific, management and administration is first. Educational, health and social services is second and retail trade is third.

Interview Highlights:

Interviews were conducted with personnel at the Metro Atlanta Chamber of Commerce, South Fulton Chamber of Commerce, Georgia Regional DCA Office and apartment owners and managers.

Ms. Kelley Sydney, Metro Atlanta Chamber of Chamber of Commerce, provided a list of the major employers in the Atlanta Metro Area.

Summary Tables:

Proposed Project Unit Mix and Rents

Heritage Trace Apartments

	Type unit	# Units	Baths	Sq. Ft.	Net Rent	Utility Allow.	Gross Rent
1 BR's	50%	4	1.0	762	\$475	\$102	\$577
1 BR's	60%	8	1.0	762	\$495	\$102	\$597
2 BR's	50%	4	2.0	1088	\$585	\$131	\$716
2 BR's	60%	31	2.0	1088	\$590	\$131	\$721
2 BR's	Mgr.	1	2.0	1088	-	-	-
Total		48					

Table 16.0 - Capture Rate Analysis Chart

Palmetto Capture Rate Analysis Chart

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TOTAL For Project	30%	0	0	0	0	-			\$17,310-\$31,200	
	50%	8	189	0	68	11.76%	5 mo.			
	60%	39	227	0	207	18.84%	7 mo.			
	Market	0	0	0	0	-				

Source: Calculations by Woods Research, Inc.

Conclusions and Recommendations:

The proposed project should be approved for an Allocation of Section 42 Low Income Housing Tax Credits based on the following:

- A review of the proposed project
- A review of the proposed site relative to services
- The current occupancy levels at existing comparable apartment complexes
- The state of the local economy
- Current and projected demographic trends
- Current and projected household income trends

The Executive Summary highlights and supports all of the above items.

The development of the proposed property should proceed as planned—there is a lack of affordable older person properties in the market/Primary Market Area

The proposed rents should be achievable in this market and are very competitive with the existing apartment complex rents.

The development of the proposed property, Heritage Trace Apartments, will not adversely impact current rental housing in the Primary Market Area.

Introduction

This market study is for a Section 42 - Low-Income Housing Tax Credit (LIHTC) project in the Palmetto Primary Market Area in Fulton County, Georgia. It will utilize Multifamily Section 42 funding.

This market study was prepared in accordance with the Market Study Requirements as outlined in the Georgia Department of Community Affairs and the National Council of Affordable Housing Market Analysts market study guidelines.

Information contained within this study is based on data gathered at the time the market study was prepared. Market conditions will fluctuate over time.

Purpose of the Market Study

The purpose of this market analysis is to determine:

- If there is a need for new affordable rental housing for older persons based on the location of the proposed rental housing project
- If there is a need for new affordable rental housing for older persons in the Primary Market Area based on the proposed rents and unit mix of the rental housing project
- The demand for new affordable rental housing for older persons, as defined by the Section 42 - Low Income Housing Tax Credit Regulations
- The capture rate based on older persons renter household and income projections
- The absorption rate based on current market conditions
- The stabilized occupancy rate based on similar properties in the market

Scope of the Market Study

This market analysis includes:

- A physical inspection of the proposed site/subject property
- A physical survey and a telephone survey of existing rental properties in the Primary Market Area including RD 515, Section 42 properties, HUD and other subsidized properties and market rate properties
- An analysis of historical, current and projected demographic data from the U.S. Census Bureau utilizing the 2010 Census and the American Community Survey and Nielson, data services
- An analysis of the labor force and economic trends of the Primary Market Area/County
- An analysis of the income requirements for the proposed project
- Analysis of the current rental market based on the type of project proposed, the existing rental conditions and proposed rental projects in the Primary Market Area

Data Sources for the Market Study

Data sources for this market analysis include:

Demographics:

- 2010 population, household and income data from the Department of Commerce, Bureau of the Census as released as the Demographic Profile and Summary Table File 1. Data from the American Community Survey, which is updated by the Census Bureau, is incorporated with 2010 Census data.
- 2000 population, household and income data from the Department of Commerce, Bureau of the Census as released on Summary Table File 1-A and Summary Table File 3-A.
- Nielsen, Inc. is a pre-eminent source of accurate, up-to-date market research analysis and target marketing research on the population, households and incomes in the United States. It was formerly known as Claritas, Inc.

Labor Statistics:

- The Bureau of Labor Statistics of the U.S. Department of Labor is the principal Federal agency responsible for measuring labor market activity, working conditions, and price changes in the economy. Its primary function is to collect, analyze, and disseminate essential economic information. As an independent statistical agency, BLS serves its users by providing data that are timely, accurate, and relevant.

Economic Data

- Economic data from Chambers of Commerce, Economic Development Offices, County offices, City Halls and Planning Offices obtained through publications, interviews and websites
- Current rental market conditions obtained from onsite visits, interviews with rental management companies, apartment complex managers, housing authority agencies and local officials
- Income guidelines from the Housing and Urban Development

Current status of the 2010 Census, ACS, and Claritas

The U.S. Census is, by law, done every ten years and every household is required to respond to the Census. In 2000 the Census asked approximately 17 percent of the respondents additional questions such as income, education, place of birth and more. In 2010 the Census was shortened and no additional information was asked of the respondents.

The 2010 Census also contains limited data that is useful for preparing a housing analysis. Primary data is now being drawn from the American Community Survey, which is also prepared by the Census Bureau. The ACS is a nationwide survey designed to provide communities with more recent data than the decennial Census. The ACS collects data such as age, race, income, commute time to work, home values, veteran status and additional information. As with the Census, information about individuals remains confidential.

The ACS collects and produces population and housing information every year instead of every ten years. Collecting data every year provides more up to date information throughout the decade about the U.S. population at the local community level. Approximately three million housing unit addresses are selected annually across every county in the nation.

Survey Coverage

Single-year estimates

The ACS produces 1-year estimates annually for geographic areas with a population of 65,000 or more. This includes approximately 800 counties.

Multiyear estimates

The ACS produces 3-year estimates annually for geographic areas with a population of 20,000 or more. This includes approximately 1,800 counties.

In 2010 the Census Bureau released the first 5-year estimates for small areas. These 5-year estimates are based on ACS data collected from 2005 through 2009.

This is a very limited number of persons and the information is allocated through a statistical model, which makes the data less accurate than the 2000 Census.

The ACS provides a snapshot of the data on a continuous basis. The 2010 ACS data does not agree with the 2010 Census data. Nielsen Claritas has not updated their demographic reports to the 2010 Census. Where possible we have used 2010 Census data.

Alternative housing for Housing For Older Persons (55+) and senior housing (62+)

Housing for older/senior households in general include:

Apartments for HFOP and/or seniors complexes.

General occupancy apartment complexes. Many general occupancy apartment complexes have multiple floors without elevators and there are normally a large number of children.

Individually owned apartments, such as duplexes/quadplexes and townhouses. These are often scattered and in small groups. Limited services are provided and safety and location are often problems. Some are often two-story design.

Older motel style apartments, often two-story design and limited services.

Scattered site mobile homes. These are often scattered and in small groups. Limited services are provided and safety and location are often problems in these isolated locations.

Mobile home parks. Most mobile home communities provide limited services.

Assisted living facilities. Most are very expensive, normally \$3,000 per month and above. They provide meals, limited maid service and community activities. Most units have no kitchen, or at an efficiency kitchen with no oven or stovetop.

Continuing Care Facilities. They often have patio homes, apartments, assisted living, skilled nursing and alzheimer units. People tend to move from one type of housing to the next level as they need additional care. These are very expensive and normally require a substantial buy-in clause.

Many Continuing Care Facilities are developed/sponsored by religious groups.

Moving in with relatives or non-relatives or moving away from the community to be near relatives. Some older people would move away to be near relatives while some would want to move into the community to be near relatives.

Availability of HUD Section 8 Vouchers or other rental assistance in the community.

Not all market areas have all of these options available.

PROJECT PROPOSAL

The *Subject Proposal* will have a Section 42 tax credit allocation. Under the Section 42 - LIHTC Program, maximum tenant incomes are based on a percentage of HUD very low incomes for the MSA/County. Gross maximum rents are calculated based on 30 percent of a specified percentage (i.e. 100 percent/120 percent) of the HUD very low incomes for the County/MSA, adjusted for bedroom size. These income guidelines and rent maximums are adjusted annually by the Department of Housing and Urban Development.

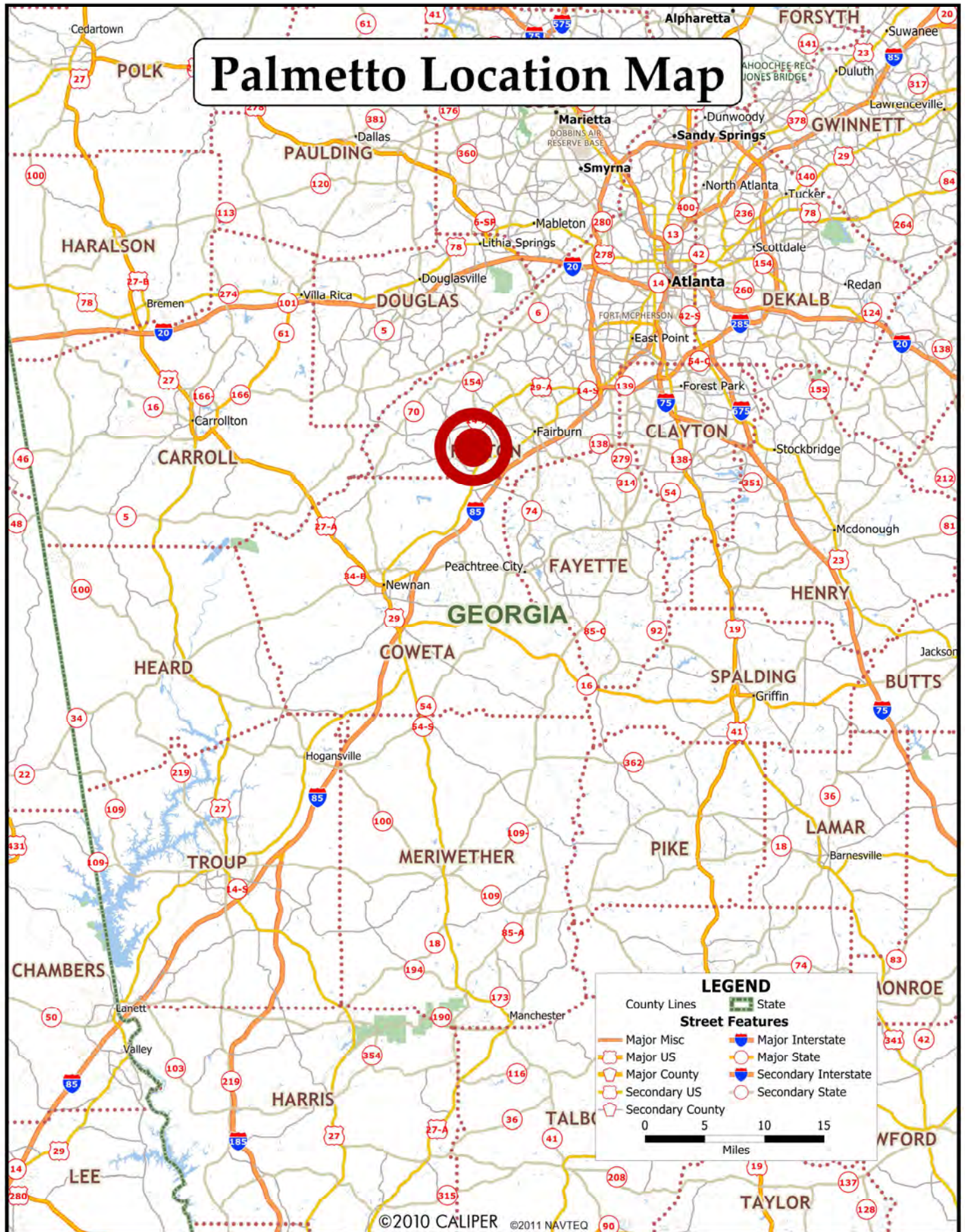
The *Target Market* for the subject proposal includes all older person renter households that are income-eligible to reside in rental housing that qualifies under the Section 42 - LIHTC Program. Older persons are 55+ years old.

The *Primary Market Area* for affordable rental housing is defined as the geographic area in which older person households would be willing to move. It is also based on rental housing availability, quality of rental housing and rent, the availability of services and proximity to jobs.

The *Rental Property* to be developed is located in the City of Palmetto in Fulton County. Fulton County is bordered by:

- Forsyth County
- Gwinnett County
- DeKalb County
- Clayton County
- Fayette County
- Coweta County
- Carroll County
- Douglas County
- Cobb County
- Cherokee County

The City of Palmetto is located very close to the southern Fulton County line and just north of Coweta County. A portion of the PMA is in Coweta County.



B. PROJECT DESCRIPTION

Project Description –Heritage Trace Apartments

The proposed project is for the development of a 48-unit new construction complex utilizing a Section 42 allocation. All of these units are designated for persons 55+ and over. The proposed project will have 12 1-BR and 36 2-BR units. One of these new units will be a non-revenue unit for the manager. Seventeen percent of the unit will be 50 percent of AMI and the remaining 83 percent will be at 60 percent of AMI. Units are designated for older persons, which is 55 and over.

Construction features will include:

- 2 brick veneer and Hardi-Plank two story residential buildings
- 1 Clubhouse/Community building
- Garden style units

Common amenities are as follows:

- Onsite office with manager and maintenance person
- Clubhouse/community room with internet service, community TV with cable and exercise room
- Laundry room
- 84 parking spaces
- Picnic area

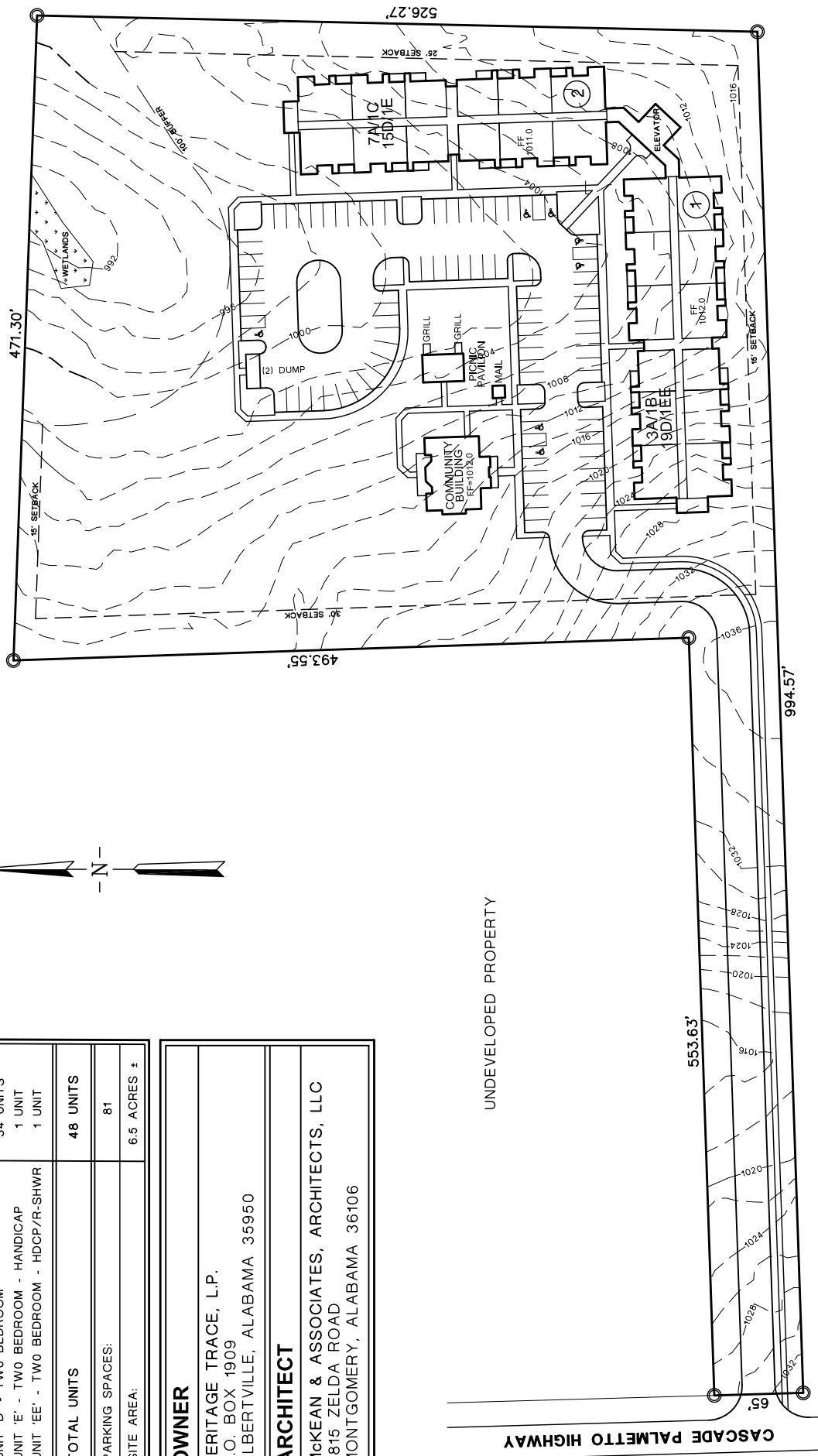
Interior amenities are as follows:

- An appliance package
 - Refrigerator with ice-maker
 - Stove
 - Dishwasher
 - Disposal
 - Microwave hood combination
- Washer/dryer hookups
- Mini-blinds and ceiling fans
- Interior and exterior storage
- Pantry
- Interior and exterior storage
- Carpet and vinyl flooring
- Heat pump and central air conditioning
- Cable wiring

Proposed Project Unit Mix and Rents**Heritage Trace Apartments**

	Type unit	# Units	Baths	Sq. Ft.	Net Rent	Utility Allow.	Gross Rent
1 BR's	50%	4	1.0	779	\$475	\$102	\$577
1 BR's	60%	8	1.0	779	\$495	\$102	\$597
2 BR's	50%	4	2.0	1105	\$585	\$131	\$716
2 BR's	60%	31	2.0	1105	\$590	\$131	\$721
2 BR's	Mgr.	1	2.0	1105	-	-	-
Total		48					

OWNER
HERITAGE TRACE, L.P. P.O. BOX 1909 ALBERTVILLE, ALABAMA 35950
ARCHITECT
McKEAN & ASSOCIATES, ARCHITECTS, LLC 2815 ZELDA ROAD MONTGOMERY, ALABAMA 36106



UNDEVELOPED PROPERTY

HERITAGE TRACE
PALMETTO, GEORGIA

McKean & Associates
ARCHITECTS
MONTGOMERY, ALABAMA
LLC

C. SITE-NEIGHBORHOOD EVALUATION

Location

The Site, located on the East side of Palmetto Cascade Highway (SR 154) and just North of Carlton Road, is a 6.5-acre heavily wooded parcel. A driveway to the Site is located on Cascade Palmetto Highway, and extends 553 feet East to connect to the main portion of the Site. This will leave a large undeveloped, heavily wooded tract of land between the Site and Cascade Palmetto Highway. The property is heavily wooded and flat. The surrounding properties include:

- North – Heavily wooded, undeveloped land North of the driveway; Princeton Village single-family home subdivision is North of the main portion of the Site.
- East – Vacant, cleared lots with road and curbs cut as part of Princeton Village.
- South – Palmetto Preserve Apartments is South of the main portion of the Site; heavily wooded, undeveloped land South of the driveway.
- West – Heavily wooded, undeveloped area for sale across Cascade Palmetto Highway.

Convenience Shopping

The nearest convenience shopping is a Chevron Food Mart gas station with a Subway and Domino's Pizza, located at the Northeast corner of SR 154 and US 29. It is 0.3 miles from the Site. Across the street, at the Southwest corner of SR 154 and Carlton Road, is a Shell convenience store and gas station, also located 0.3 miles from the Site.

Full-Service Shopping

The nearest full-service shopping is Bradley's Big Buy grocery store, located on Center Street at Menefee Street, 1.1 mile from the Site. Dollar General is located nearby on US 29 0.95 miles from the Site. Family Dollar is located on US 29 at Phipps Road, across from Flash Foods convenience store with McDonald's. They are all 0.55 miles from the Site. Lambert Pharmacy is located on Carlton Road near SR 154, 0.3 miles from the Site.

The nearest major shopping is the Wal-Mart Supercenter in Union City, 8.35 miles from the Site, and a Target in Peachtree City, 9.25 miles from the Site.

There are several other restaurants near the Site located along US 29, including Tyme Out Restaurant, China Queen Restaurant, Waffle House, Bojangle's and Dairy Queen.

PNC Bank is located at the corner of US 29 and Walnut Way, 0.65 miles from the Site.

The U.S. Post Office is located on Walnut Way 0.75 miles from the Site.

Medical Services

The new Palmetto Community Medical Center is located on US 29 at East Avenue, 0.45 miles from the Site. The nearest hospital is Fayette Community Hospital in Fayette, Georgia, 11.9 miles from the Site.

The Palmetto Fire Department is located at the intersection of Center Street and Menefee Street, 1.1 miles from the Site.

Schools

Students in this area would attend:

- (1) Palmetto Elementary School is located on Carlton Road at Carlton Boulevard 0.7 miles from the Site; and
- (2) Bear Creek Middle School is located on Herndon Road 3.85 miles from the Site; and
- (3) Creekside High School is located on Herndon Road 3.85 miles from the Site adjacent to Bear Creek Middle School.

The Palmetto Community Center is located on US 29 near Jackson Avenue, 0.9 miles from the Site. Adjacent to the Community Center is Wayside Park. A larger park with playground and tennis courts is located on Park Street between Virginia Avenue and Griffith Drive, 0.6 miles from the Site. The Palmetto Neighborhood Senior Center is located on Turner Avenue at Griffith Drive, 0.85 miles from the Site.

Apartments within a two-mile radius

Palmetto Preserve Apartments, located on the East side of SR 154 just North of US 29, is a 92-unit Tax Credit complex that was built in 1999 and renovated in 2009. It includes seven two-story residential buildings of garden units and an office/community building, as well as a swimming pool and tennis court. It is primarily hardi-plank construction with a brick base. It is adjacent to the Site and is in excellent condition.

Pine Grove Apartments, located on Pelham Court off of Carlton Road, is a 30-unit RHS 515 complex. It includes a mix of one- and two-story buildings with garden and townhouse units. It is primarily vinyl construction with brick base and is in good condition.

Carlton Ford Apartments, located on Little Bear Drive off of Carlton Road, is an older complex consisting of eight four-plexes. They are primarily wood construction with some stonework. They are in poor condition.

Palmetto Housing Authority has a number of LRPH units scattered throughout Palmetto. Five duplexes are located on Church Street and at the intersection of Church Street and Beckman Street. All of the Housing Authority units in Palmetto use brick construction and are in fair condition.

Site Description-Notes and Conclusions

There are no road or infrastructure improvements planned or under construction at this time near the site.

No environmental concerns were apparent.

Access to the Site is good. Access to the Site, as well as ingress/egress will be from Cascade Palmetto Highway (SR 154). Aside from the driveway, the Site is not visible from from Cascade Palmetto Highway.

The most positive attribute of the Site is its proximity to shopping and other services in Palmetto.

There are no apparent negative attributes for the proposed Site.

Projected placed in service date for the new construction is estimated to be 2014.

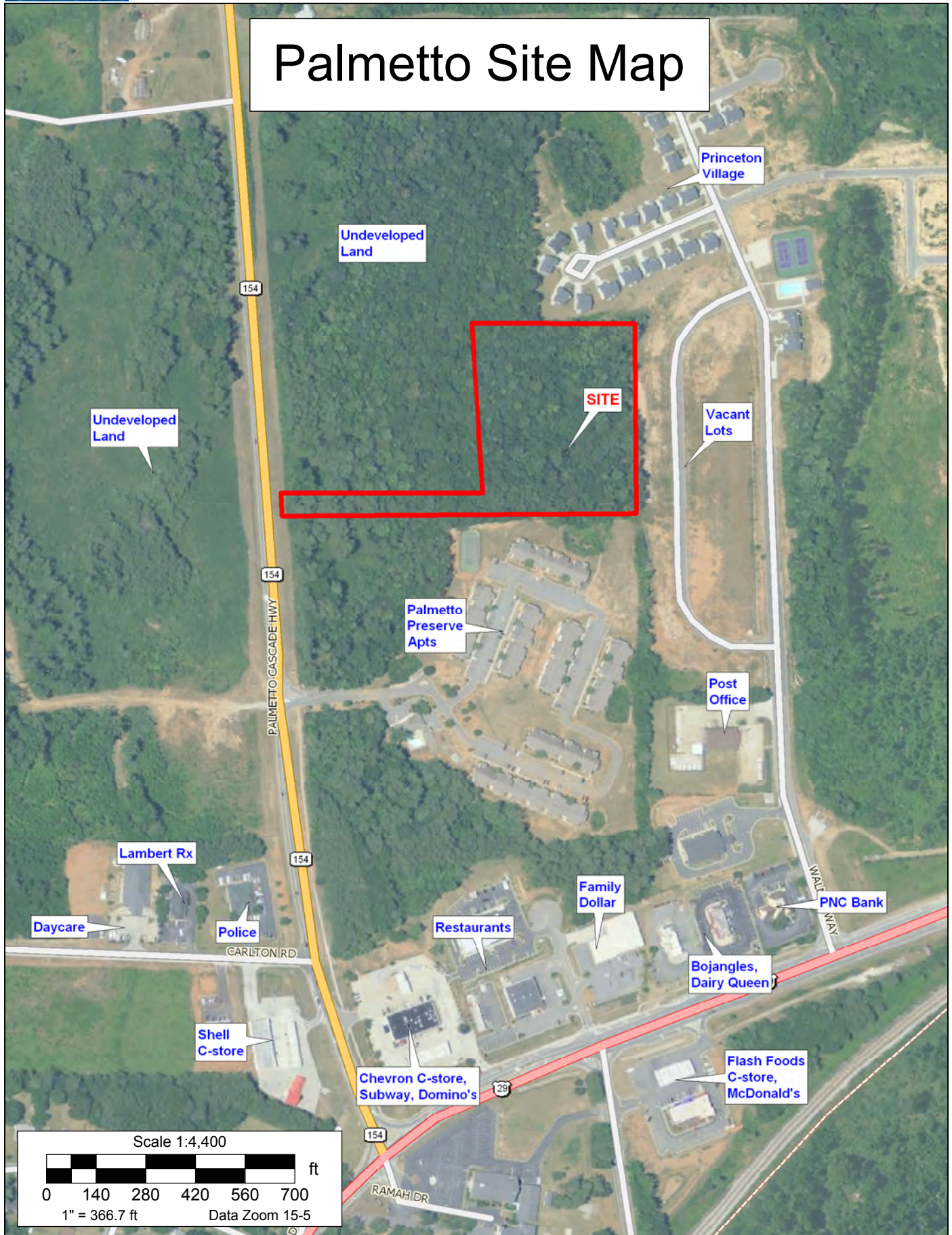
Market Analyst site visit and date:

C. Jennings Woods
April 28, 2012

Distance Chart

Service	Name	Distance to Site
Convenience/ gas	Chevron conv/ gas station	0.30
	Shell conv/ gas station	0.30
Grocery	Bradley's Big Buy	1.10
	Publix (Tyrone)	6.40
Pharmacy	Lambert Pharmacy	0.30
	CVS Pharmacy (Tyrone)	6.40
Discount Store	Family Dollar	0.55
	Dollar General	0.95
General Merchandise	Wal-Mart Supercenter	8.35
	Target (Peachtree City)	9.25
Bank	PNC Bank	0.65
Post Office	U.S. Post Office	0.75
Restaurant	Subway, Domino's Pizza	0.30
Fire	Palmetto Fire Department	1.10
Hospital	Fayette Community Hospital	11.90
Doctor/Medical Center	Palmetto Community Medical Center	0.45
Elementary School	Palmetto Elementary School	0.70
Middle School	Bear Creek Middle School	3.85
High School	Creekside High School	3.85
Recreation	Palmetto Neighborhood Senior Ctr.	0.85
	Palmetto Community Center	0.90
	Park on Park Street	0.60

Palmetto Site Map



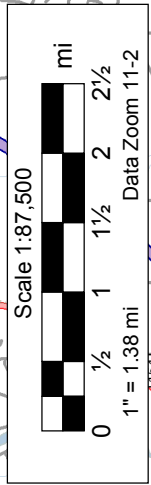
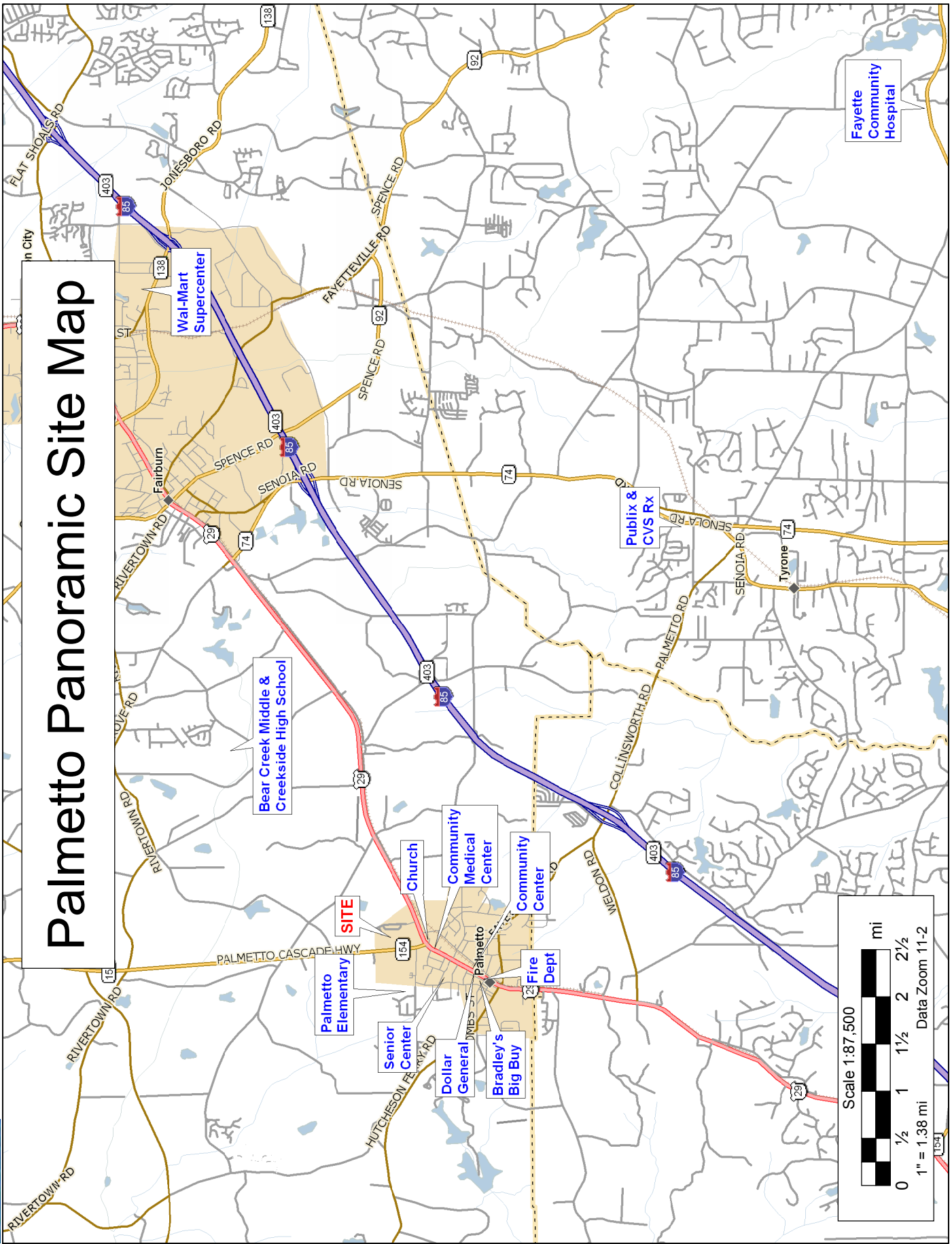
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Palmetto Panoramic Site Map

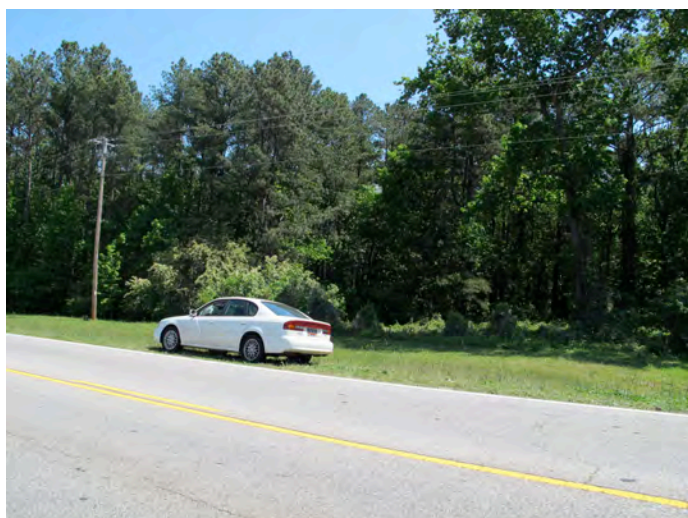




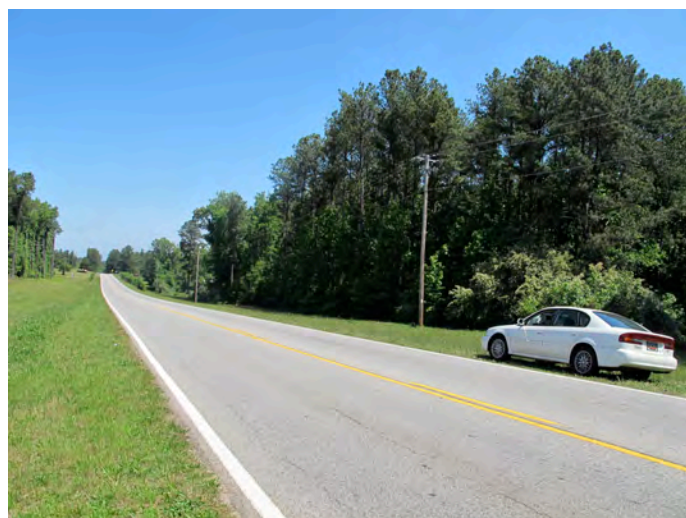
Looking East at the Site from SR 154.



Looking Southeast at site along SR 154.



Looking Northeast at site along SR 154.



Looking Northeast at site along SR 154.



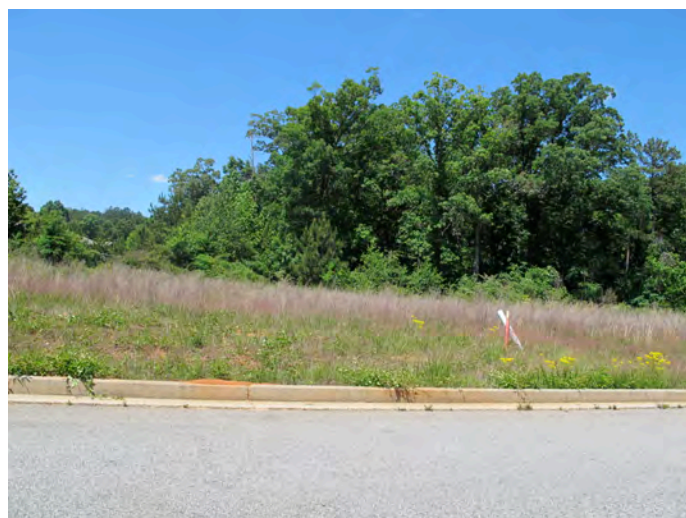
Looking East at the Site from SR 154.



Looking Northwest at the Site from adjacent Palmetto Preserve Apartments.



Looking North at the Site from adjacent Palmetto Preserve Apartments.



Looking West at the Site from Walnut Way in adjacent Princeton Village subdivision.

5209 Trenholm Road
Columbia, SC 29206

Woods Research, Inc.
www.woodsresearch.net

Tel (803) 782-7700
Fax (803) 782-2007



Looking northwest at the Site from Walnut Way in adjacent Princeton Village subdivision.



Single-family homes in adjacent Princeton Village subdivision are located Northeast of the Site.



Adjacent Palmetto Preserve Apartments located to the South of the Site.



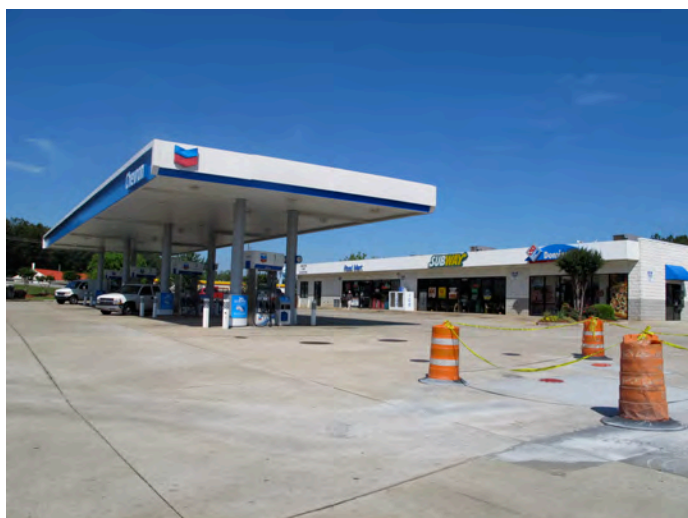
Undeveloped parcel for sale across SR 154 from the Site.



Nearby City of Palmetto Public Safety Complex- Police & Municipal Court.



Nearby Lambert Pharmacy.



Nearby Chevron convenience store/gas station with Subway and Domino's Pizza.



Nearby Family Dollar.

D. PRIMARY MARKET AREA DESCRIPTION

A conservative and reasonable Primary Market Area for new affordable apartments for older persons in the Palmetto Primary Market Area has been defined as:

- Census Tract 104 in Fulton County
- Census Tract 1704.02 in Coweta County

The geographic boundaries of the Palmetto Primary Market are:

- East: Line Creek to Johnson Road to Gullatt Road to Hobgood Road to Peak Creek
- North: Pea Creek to Chattahoochee River
- West: Chattahoochee River
- South: Fulton County/Coweta County line to Waterworks Road to Interstate 85 to Fischer Road to Line Creek

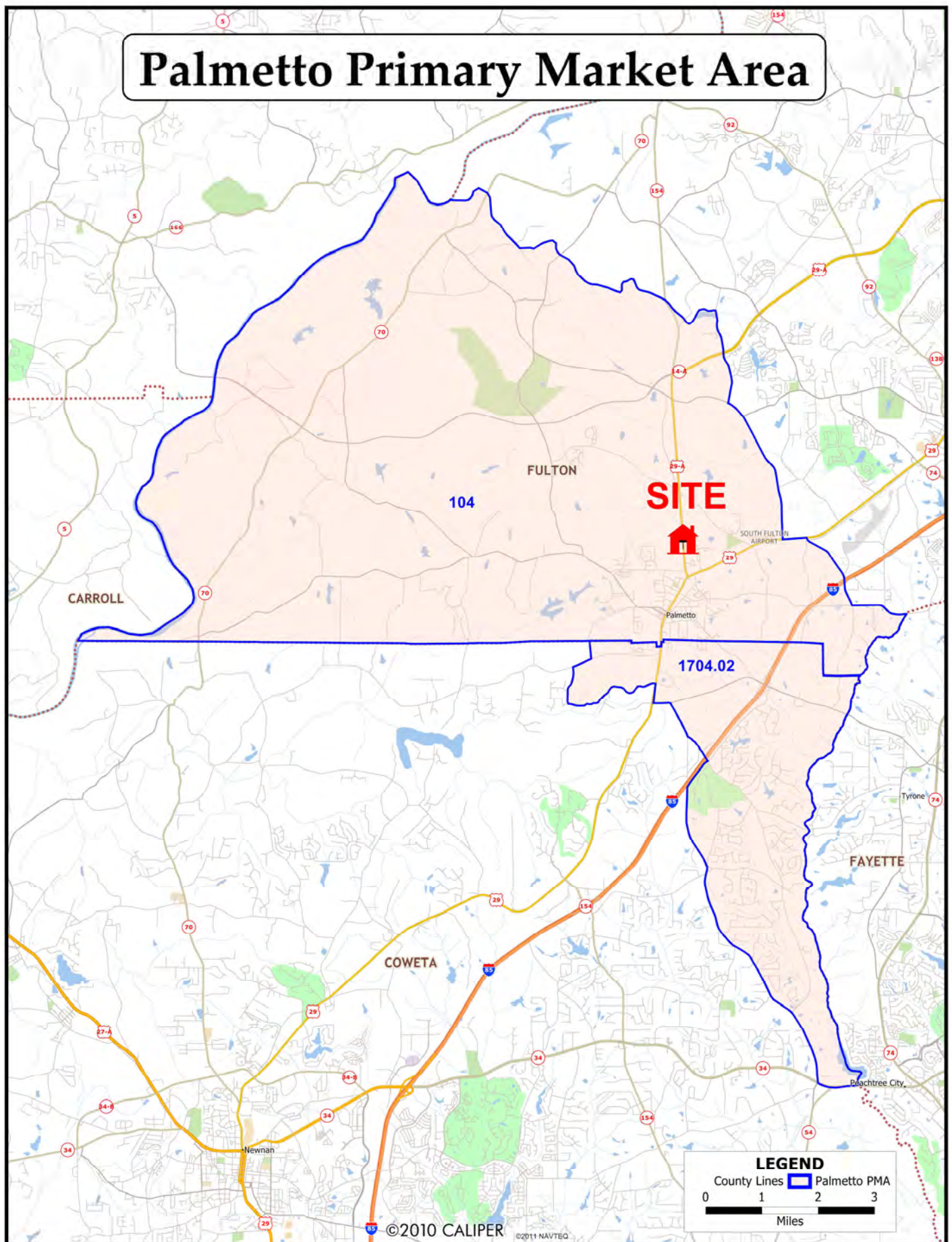
The term “primary market area” for low- and moderately-priced, multi-family rental housing for older persons can be defined as the area one could expect families/households to be willing to move within, solely on the basis of housing availability, while controlling for price and quality.

The determination of a geographic trade area for multi-family rental housing is based on the distance from which the subject property will draw prospective tenants. The gravitational model used in real estate analysis is based on the relative size of the communities in the general area. Using a spatial concept, a larger community will exert stronger drawing power than a smaller community. The larger community will draw prospective tenants from an area more than equidistant from the smaller community. Adjustments are made for natural and man made barriers, such as rivers, lakes and reservoirs, mountain ranges and interstate highways that would limit the movement of potential tenants.

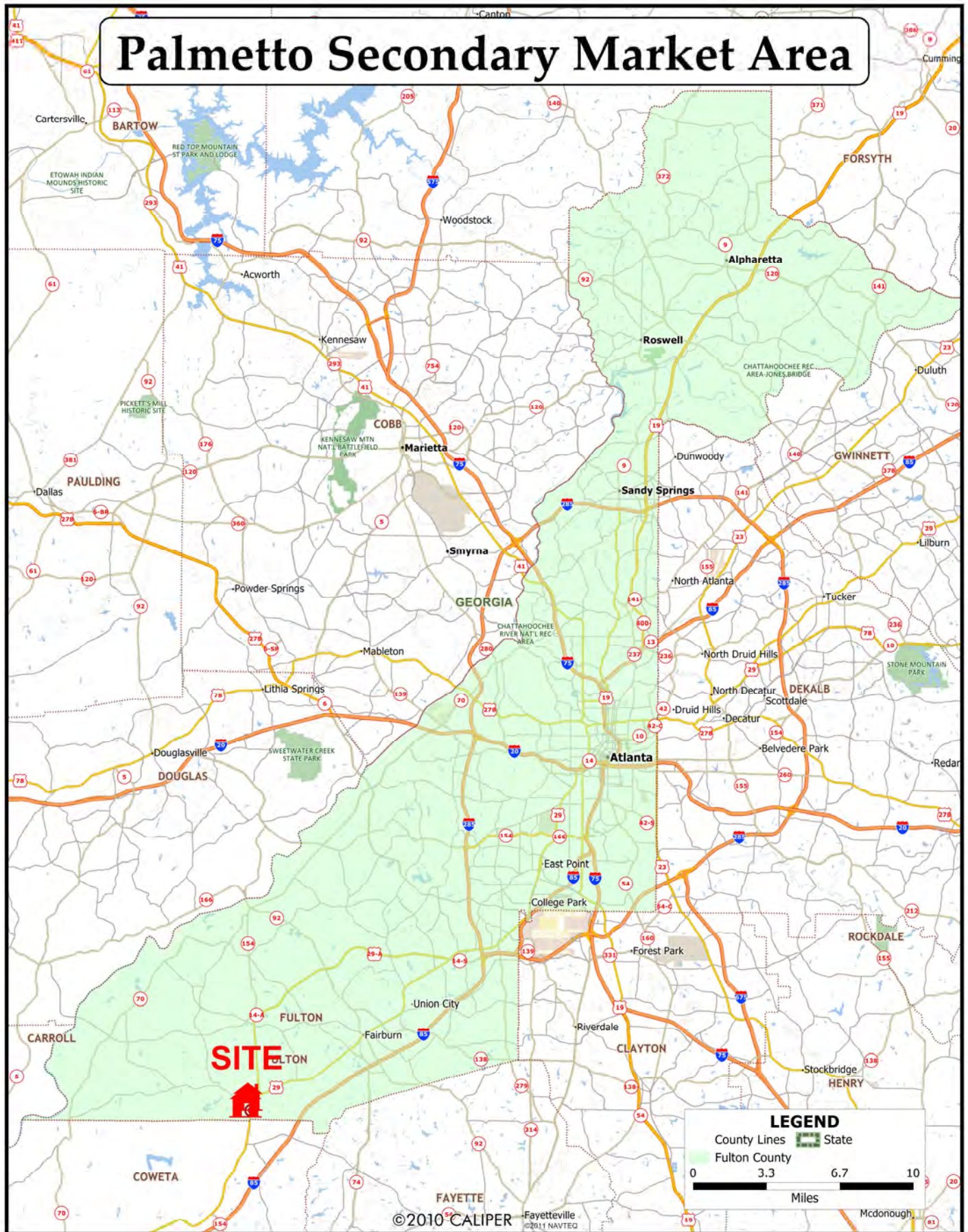
The primary market area is defined by using recognized geographic levels. The U.S. Census Bureau collects data at various geographic levels -- county, minor civil division/census county division and census tract level data to create a trade area. The use of these geographic areas allows us to compare data from various years. The geographic area encompassing the Palmetto Primary Market Area is shown in a map included as Figure 2.

Also included is a secondary market area map. The secondary PMA for Palmetto is all of Fulton County. A very small portion of the demand from the secondary market is used in the demand component of this market study.

Palmetto Primary Market Area



Palmetto Secondary Market Area



E. COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

This report contains 2010 Census data for population and households recently released by the Bureau of the Census and data from the American Community Survey, which is also produced by the Bureau of the Census. Data estimates and projections for population and households are from Nielsen, Inc.

Based on U.S. Census data, the population of the Atlanta MSA increased by 23.34 percent between 2000 and 2010. Based on data from Nielsen, the population of the MSA is estimated to have increased by 3.79 percent between 2010 and 2012, the population of the MSA is projected to increase by 3.20 percent between 2012 and 2014 and is projected to increase by 4.65 percent between 2014 and 2017.

Based on U.S. Census data, the population of Fulton County increased by 12.86 percent between 2000 and 2010. Based on data from Nielsen, the population of the county is estimated to have increased by 2.28 percent between 2010 and 2012, the population of the county is projected to increase by 2.49 percent between 2012 and 2014 and is projected to increase by 3.65 percent between 2014 and 2017.

Based on U.S. Census data, the population of the Palmetto Primary Market Area increased by 28.14 percent between 2000 and 2012. Based on data from Nielsen, the population of the PMA is estimated to have increased by 4.39 percent between 2010 and 2012, the population of the PMA is projected to increase by 3.90 percent between 2012 and 2014 and is projected to increase by 5.63 percent between 2014 and 2017.

Based on U.S. Census data, the population of the City of Palmetto increased by 15.86 percent between 2000 and 2010. Based on data from Nielsen, the population of the City is estimated to have increased by 2.74 percent between 2010 and 2012, the population of the City is projected to increase by 2.71 percent between 2012 and 2014 and is projected to increase by 3.96 percent between 2014 and 2017.

Table 1.0 - Population Trends

<i>Year</i>	<i>Population</i>	<i>Change</i>	<i>Percent</i>	<i>Annual Change</i>	<i>Annual Percent</i>
<u>Atlanta MSA</u>					
2000	4,164,323	-	-	-	-
2010	5,136,414	972,091	23.34%	97,209	1.89%
2012	5,330,832	194,418	3.79%	97,209	1.82%
2014	5,501,345	170,513	3.20%	85,256	1.55%
2017	5,757,114	255,769	4.65%	85,256	1.48%
<u>Fulton County</u>					
2000	816,006	-	-	-	-
2010	920,931	104,925	12.86%	10,493	1.14%
2012	941,916	20,985	2.28%	10,493	1.11%
2014	965,399	23,483	2.49%	11,741	1.22%
2017	1,000,623	35,224	3.65%	11,741	1.17%
<u>Palmetto Primary Market Area</u>					
2000	12,493	-	-	-	-
2010	16,009	3,516	28.14%	352	2.20%
2012	16,712	703	4.39%	352	2.11%
2014	17,364	652	3.90%	326	1.88%
2017	18,341	977	5.63%	326	1.78%
<u>City of Palmetto</u>					
2000	3,400	-	-	-	-
2010	3,939	539	15.86%	54	1.37%
2012	4,047	108	2.74%	54	1.33%
2014	4,157	110	2.71%	55	1.32%
2017	4,321	164	3.96%	55	1.27%

Source: Bureau of the Census; Nielsen, Inc.; and calculations by Woods Research, Inc.

Table 2.0 provides population groupings by age for Fulton County and the Palmetto Primary Market Area for 2000 and 2010.

The age groups most likely to move into the proposed apartment complex are the 55 and over age groupings. Persons over the age of 55 generally prefer to live in a senior's complex. Persons over the age of 65 would more likely want to move into a senior's complex.

In Fulton County, the 55+ age group increased by 49,157 persons, which is a 38.23 percent gain, between 2000 and 2010.

In the Palmetto Primary Market Area, the 55+ age group increased by 1,498 persons, which a 62.76 percent gain.

Table 2.0 - Persons by Age - 2000 & 2010

<i>Age Category</i>	<i>2000 Census Population</i>	<i>2000 Census % Pop.</i>	<i>2010 Census Population</i>	<i>2010 Census % Pop.</i>	<i>2000 - 2010 Pop. Chg.</i>	<i>2000 - 2010 % Chg.</i>
Fulton County						
0-4	56,819	6.96%	62,581	6.80%	5,762	10.14%
5-9	58,129	7.12%	61,510	6.68%	3,381	5.82%
10-14	54,118	6.63%	59,877	6.50%	5,759	10.64%
15-24	119,826	14.68%	133,959	14.55%	14,133	11.80%
25-34	151,534	18.57%	153,601	16.69%	2,067	1.36%
35-44	137,850	16.89%	142,271	15.45%	4,421	3.21%
45-54	109,132	13.37%	129,027	14.02%	19,895	18.23%
55-64	59,608	7.31%	94,331	10.25%	34,723	58.25%
65-74	35,759	4.38%	47,108	5.12%	11,349	31.74%
75-84	23,649	2.90%	24,745	2.69%	1,096	4.63%
85+	9,582	1.17%	11,571	1.26%	1,989	20.76%
Total	816,006	100.00%	920,581	100.00%	104,575	12.82%
Median Age	32.9		34.2			
Palmetto Primary Market Area						
0-4	962	7.70%	1,058	6.57%	96	9.98%
5-9	970	7.76%	1,191	7.39%	221	22.78%
10-14	986	7.89%	1,374	8.53%	388	39.35%
15-24	1,399	11.20%	1,974	12.25%	575	41.10%
25-34	1,766	14.14%	1,545	9.59%	-221	-12.51%
35-44	2,201	17.62%	2,475	15.36%	274	12.45%
45-54	1,822	14.58%	2,612	16.21%	790	43.36%
55-64	1,243	9.95%	1,949	12.10%	706	56.80%
65-74	714	5.72%	1,162	7.21%	448	62.75%
75-84	341	2.73%	560	3.48%	219	64.22%
85+	89	0.71%	214	1.33%	125	140.45%
Total	12,493	100.00%	16,114	100.00%	3,621	28.98%
Median Age	35.7		39.1			

Source: 2000 and 2010 Census of Population & Housing; Nielsen Claritas, Inc.

2. HOUSEHOLDS TRENDS

Table 3.1 contains 2010 Census data for population and households

Based on the 2010 Census data, Fulton County contained 376,377 households and 174,115 renter-households (47.39 percent). Of the 5,074 occupied housing units in the Palmetto Primary Market Area, 1,158 (22.82 percent) were rental units.

Table 3.1 - Housing Stock Characteristics – 2010

<i>Category</i>	<i>County</i>	<i>Primary Market Area</i>
Total Persons	920,581	16,114
Persons in Group Quarters	31,392	88
# Families	209,215	4,431
Total Housing Units	437,105	6,444
Occupied Housing Units	376,377	5,704
Owner Occupied	202,262	4,546
Renter Occupied	174,115	1,158
Vacant Units	60,728	740
For occasional use	3,326	85
Average Household size	2.36	2.81
Average Family size	3.15	3.19
Persons per owner unit	2.49	2.78
Persons per renter unit	2.22	2.97

Source: 2010 Census of Population & Housing; calculations by Woods Research, Inc.

Table 3.2 also contains data from 2010 Census data. The most pertinent data in this table is the detailed housing data. This data includes: number of older and renter occupied housing units built before 1940 (old housing units), occupied housing units with one or more persons per room (overcrowded housing units), and other occupied substandard housing (i.e. lacking complete plumbing), and rent overburdened households.

Table 3.2 - Housing Stock Characteristics – 2010

<i>Category</i>	<i>County</i>	<i>Primary Market Area</i>
Owner occupied S-F Housing Units	178,017	4,476
Renter occupied S-F Housing Units	31,081	537
Owner occupied M-F Housing Units	21,168	39
Renter occupied M-F Housing Units	125,096	132
Owner occupied Mobile Homes	910	111
Renter occupied Mobile Homes	1,067	120
Owner occupied built before 1940	16,235	175
Renter occupied built before 1940	9,080	38
Owner-occupied H.U. w>1.01 persons	1,615	84
Renter-occupied H.U. w>1.01 persons	7,181	54
Owner lacking complete plumbing	665	12
Renter lacking complete plumbing	1,217	0
Owner lacking complete kitchen	582	10
Renter lacking complete kitchen	1,635	164
Rent Overburdened	62,352	323

Source: 2010 Census of Population & Housing; calculations by Woods Research, Inc.

Table 3.3 contains 2010 Census data for older persons and senior population and households recently released by the Bureau of Census.

The most pertinent data in this table is the detailed housing data for older persons and/or seniors. This data includes: older person/senior households by age of householder by tenure, older person/seniors living in overcrowded conditions and older person/seniors that are rent-overburdened.

Based on the 2010 Census data, Fulton County contained 114,932 older person households and 36,300 older person renter-households (31.58 percent). Of the 2,319 older person households in the Palmetto Primary Market Area, 337 (14.53 percent) were older person renter-household.

Table 3.3 – Elderly Housing Stock Characteristics (2010)

<i>Category</i>	<i>County</i>	<i>Primary Market Area</i>
In Households	81,317	1,929
In Family Households	51,170	1,478
Householder	27,635	792
Spouse	15,703	502
Parent	4,258	82
Other Relatives	1,770	52
Nonrelatives	430	5
In Non-Family Households	30,147	451
Male Householder	8,550	134
Living Alone	7,728	120
Not Living Alone	822	14
Female Householder	20,482	303
Living Alone	19,768	295
Not Living Alone	714	8
Non-relatives	1,115	14
In Group Quarters	2,107	7
Institutionalized Persons	1,866	6
Other Persons in Group Quarters	541	1
Householder 65+	56,667	1,229
Overcrowded (>1.01 persons/room)	-	-
Rent overburdened (>35%)	6,629	145
Owner 55-59	21,297	481
Owner 60-64	19,329	476
Owner 65-74	22,207	630
Owner 75-84	11,570	312
Owner 85+	4,229	83
Owner-Occupied 55+	78,632	1,982
Owner-Occupied 65+	38,006	1,025
Renter 55-59	9,874	75
Renter 60-64	7,765	58
Renter 65-74	9,042	78
Renter 75-84	5,684	64
Renter 85+	3,935	62
Renter-Occupied 55+	36,300	337
Renter-Occupied 65+	18,661	204

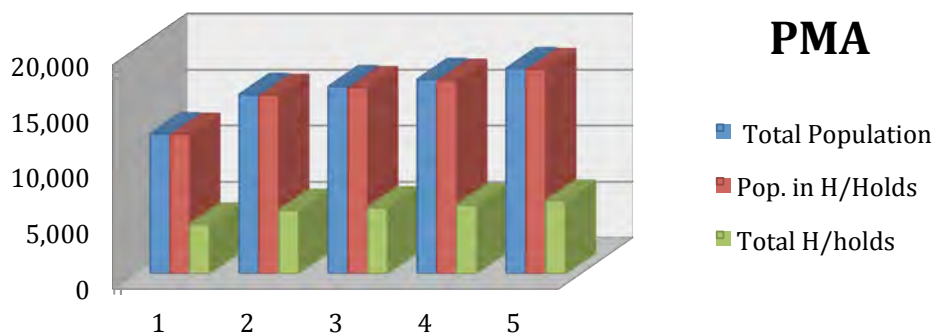
Source: 2010 Census of Population & Housing; calculations by Woods Research, Inc.

Table 4.0 shows the relationship of population to households for Fulton County and the Palmetto Primary Market Area for 2000 (Census), 2010 and 2012 (estimates) and 2014 and 2017 (projections) from Nielson, Inc. Group quarters and persons per household are also shown.

Table 4.0 – Population and Household Trends

<i>Year</i>	<i>Total Population</i>	<i>Persons in Group Quarters</i>	<i>Pop. in H/Holds</i>	<i>Total H/holds</i>	<i>PPH</i>
Fulton County					
2000	816,006	31,384	784,622	321,242	2.44
2010	920,931	31,478	889,453	376,831	2.36
2012	941,916	31,497	910,419	387,949	2.35
2014	965,399	31,591	933,808	399,209	2.34
2017	1,000,623	31,731	968,892	416,098	2.33
Palmetto Primary Market Area					
2000	12,493	52	12,441	4,452	2.79
2010	16,009	84	15,925	5,686	2.80
2012	16,712	90	16,622	5,933	2.80
2014	17,364	92	17,272	6,170	2.80
2017	18,341	94	18,247	6,525	2.80

□



Source: Bureau of the Census; Nielsen, Inc.; calculations by Woods Research, Inc.

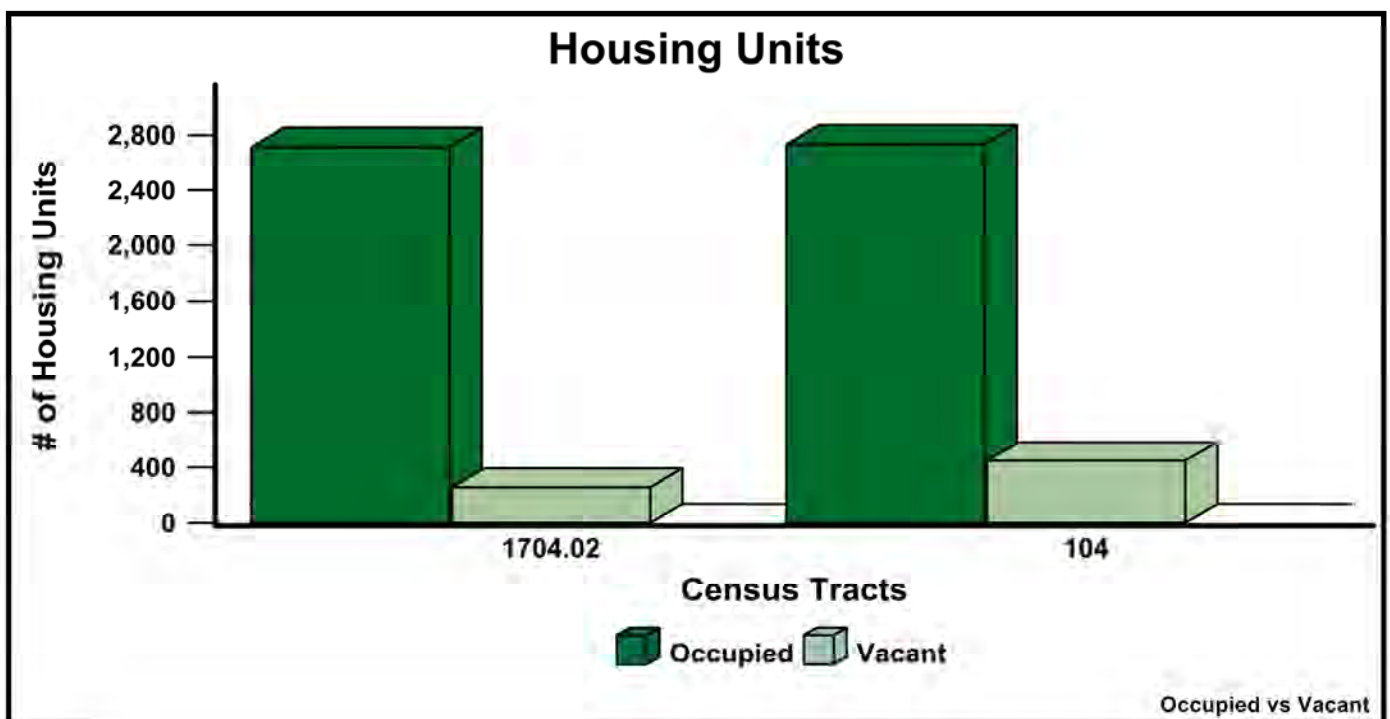
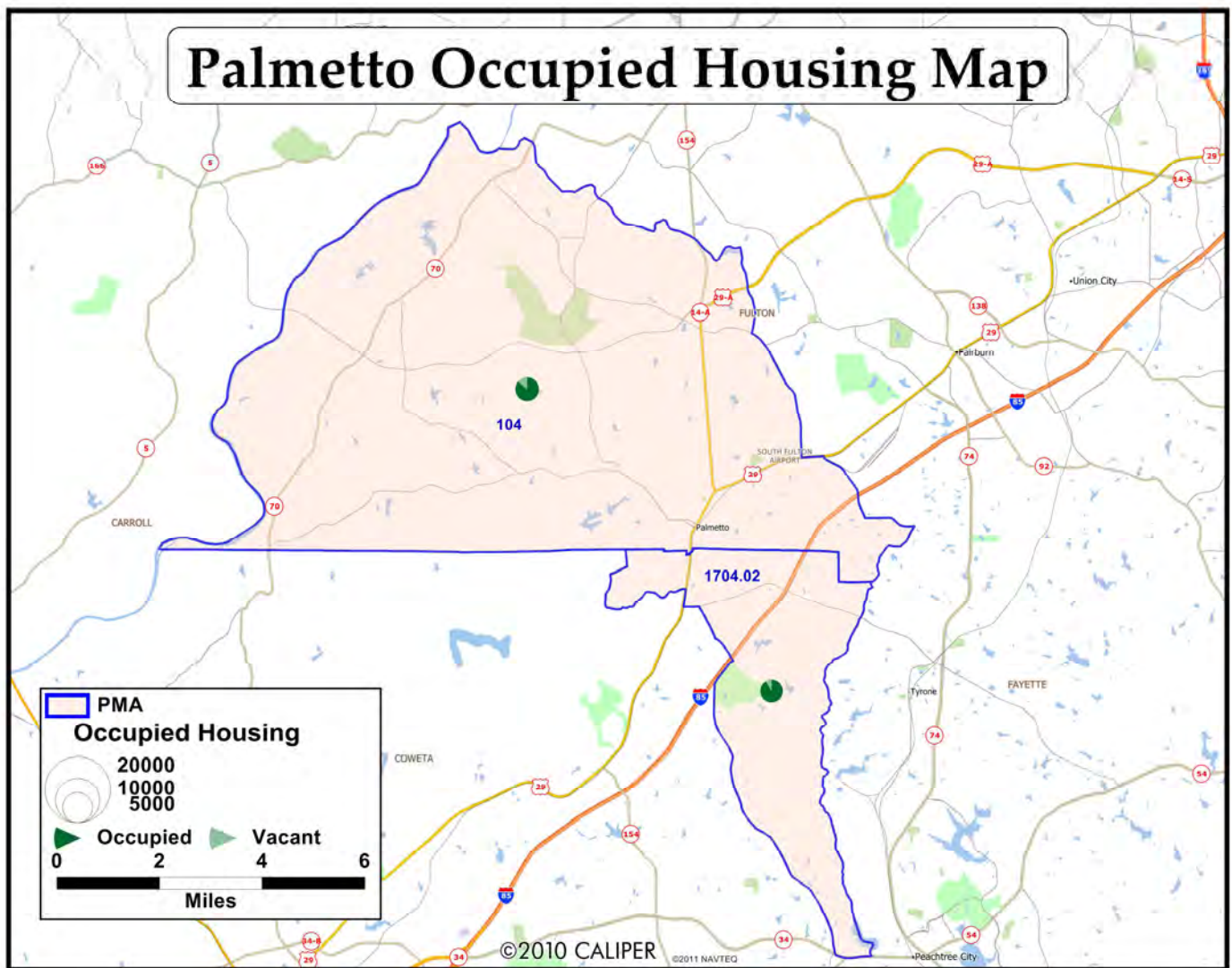


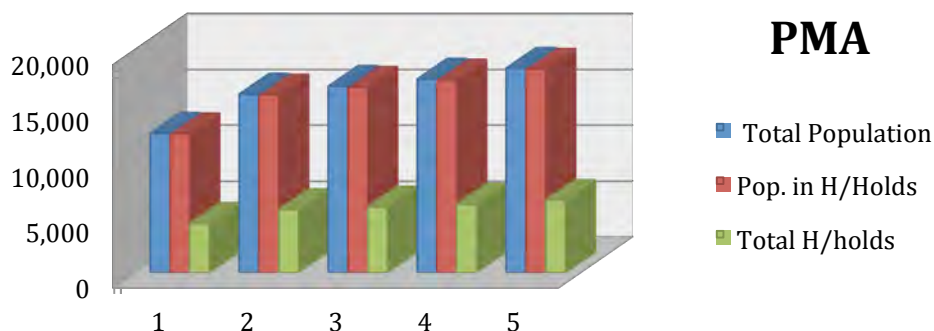
Table 5.0 shows the household trends for Fulton County and the Palmetto Primary Market Area. Data for 2012 and 2017 is from Nielsen Claritas, Inc. Data for 2014 is extrapolated from the 2000 and 2010 Census data and the 2012 and 2017 Nielsen Claritas data.

The number of households in the Palmetto Primary Market Area increased by 27.72 percent between 2000 and 2010. The number of households is estimated to have increased by 4.34 percent between 2010 and 2012, 3.99 percent between 2012 and 2014 and 5.76 percent between 2014 and 2017.

Table 5.0 - Household Trends

<i>Year</i>	<i>Total H/holds</i>	<i>H/Holds Change</i>	<i>H/Holds % Change</i>	<i>Annual H/holds Change</i>	<i>Annual H/holds % Change</i>
<u>Fulton County</u>					
2000	321,242	-	-	-	-
2010	376,831	55,589	17.30%	5,559	1.48%
2012	387,949	11,118	2.95%	5,559	1.43%
2014	399,209	11,260	2.90%	5,630	1.41%
2017	416,098	16,889	4.23%	5,630	1.35%
<u>Palmetto Primary Market Area</u>					
2000	4,452	-	-	-	-
2010	5,686	1,234	27.72%	123	2.16%
2012	5,933	247	4.34%	123	2.07%
2014	6,170	237	3.99%	118	1.91%
2017	6,525	355	5.76%	118	1.81%

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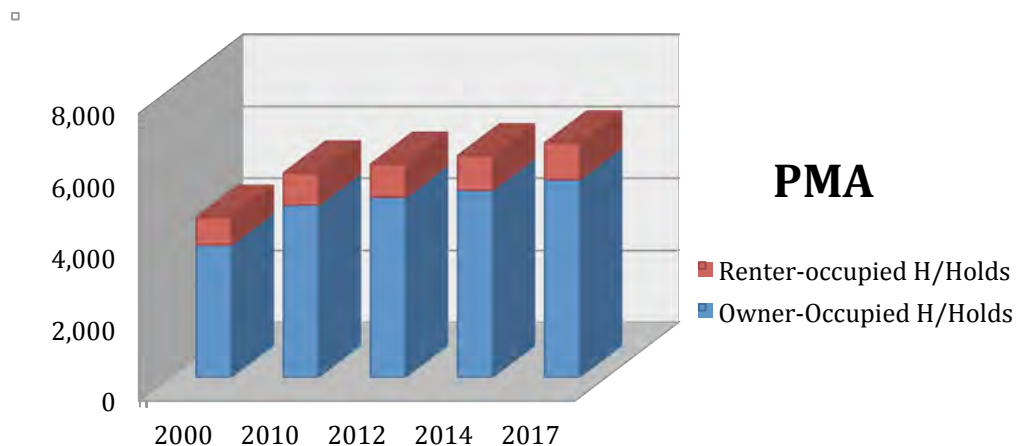
Source: Bureau of the Census; Nielsen Claritas, Inc.; calculations by Woods Research, Inc.

Table 6.1 shows the owner versus renter distribution of households for Fulton County and the Palmetto Primary Market Area.

Table 6.1 - Household Trends by Tenure

<i>Year</i>	<i>Total H/holds</i>	<i>Owner-Occupied H/Holds</i>	<i>% Owner-occupied H/holds</i>	<i>Renter-occupied H/Holds</i>	<i>% Renter-occupied H/Holds</i>
Fulton County					
2000	321,242	167,119	52.02%	154,123	47.98%
2010	376,831	214,722	56.98%	162,110	43.02%
2012	387,949	224,242	57.80%	163,707	42.20%
2014	399,209	230,376	57.71%	168,833	42.29%
2017	416,098	239,576	57.58%	176,522	42.42%
Palmetto Primary Market Area					
2000	4,452	3,697	83.04%	755	16.96%
2010	5,686	4,794	84.30%	893	15.70%
2012	5,933	5,013	84.49%	920	15.51%
2014	6,170	5,209	84.43%	961	15.57%
2017	6,525	5,503	84.34%	1,022	15.66%

Source: Bureau of the Census; Nielsen, Inc.; calculations by Woods Research, Inc.



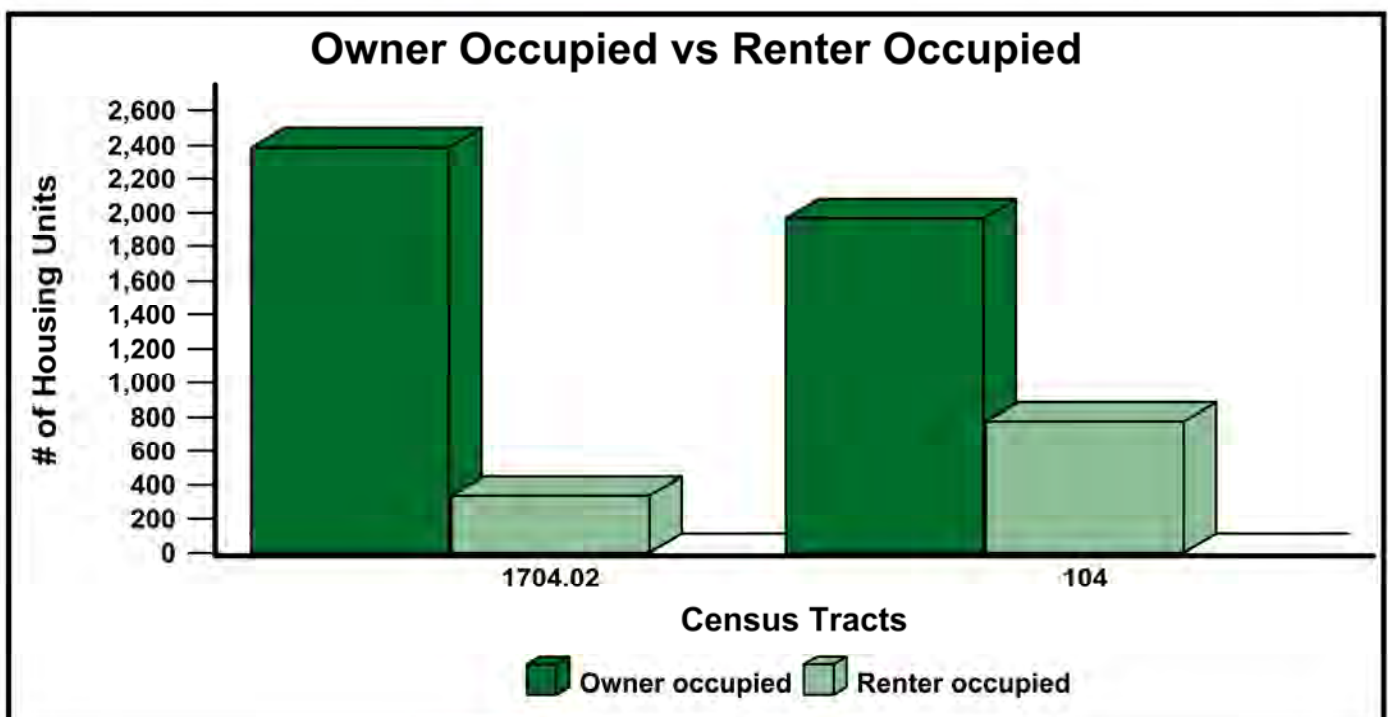
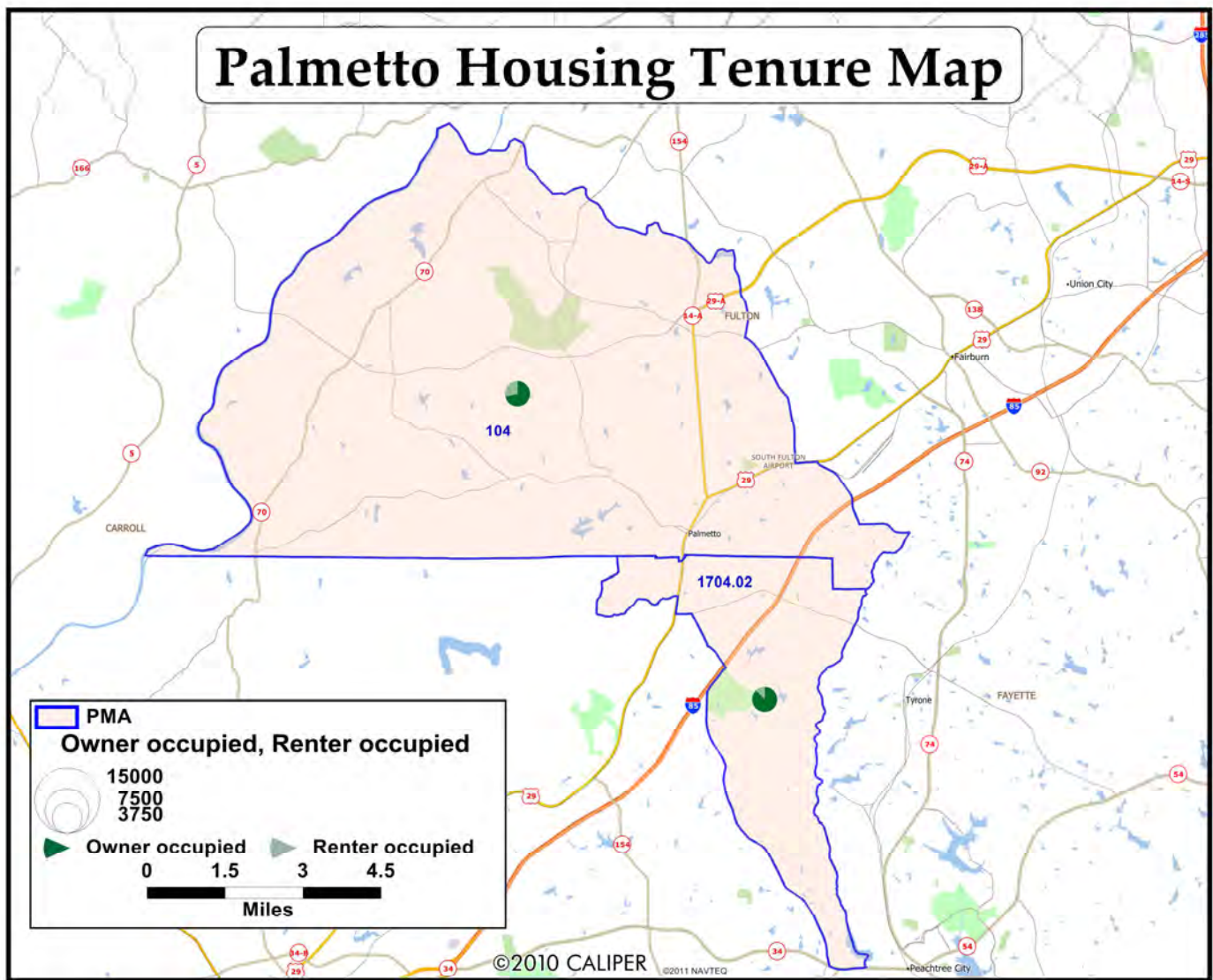


Table 6.2 shows the relationship of older person households to all households for the Palmetto PMA in 2000 (Census), 2010, 2012 (estimates) and 2014 and 2017 (projections).

The number of older person households in the Palmetto Primary Market Area increased by 40.16 percent between 2000 and 2010. The number of older person households is estimated to increase by 6.13 percent between 2010 and 2012, 9.02 percent between 2012 and 2014 and 12.41 percent between 2014 and 2017.

Table 6.2 – Elderly Renter Households by Tenure – 55+

Palmetto Primary Market Area

<i>Year</i>	<i>All House-holds</i>	<i>Senior House-holds</i>	<i>% Senior House-holds</i>	<i>Change Senior H/Holds</i>	<i>% Change</i>	<i>Annual Change</i>	<i>% Annual Change</i>
2000	4,452	1,423	31.96%	-	-	-	-
2010	5,686	2,051	36.08%	628	44.16%	63	4.43%
2012	5,933	2,177	36.69%	126	6.13%	63	3.07%
2014	6,170	2,373	38.47%	196	9.02%	98	4.50%
2017	6,525	2,668	40.89%	295	12.41%	98	4.13%

<i>Year</i>	<i>Senior House-holds</i>	<i>Senior Owners</i>	<i>% Senior Owners</i>	<i>Senior Renters</i>	<i>% Senior Renters</i>
2000	1,423	-	-	-	-
2010	2,051	1,723	84%	337	16%
2012	2,177	1,828	84%	358	16%
2014	2,373	1,993	84%	390	16%
2017	2,668	2,241	84%	438	16%

Source: Bureau of the Census; Nielsen, Inc.; calculations by Woods Research, Inc.

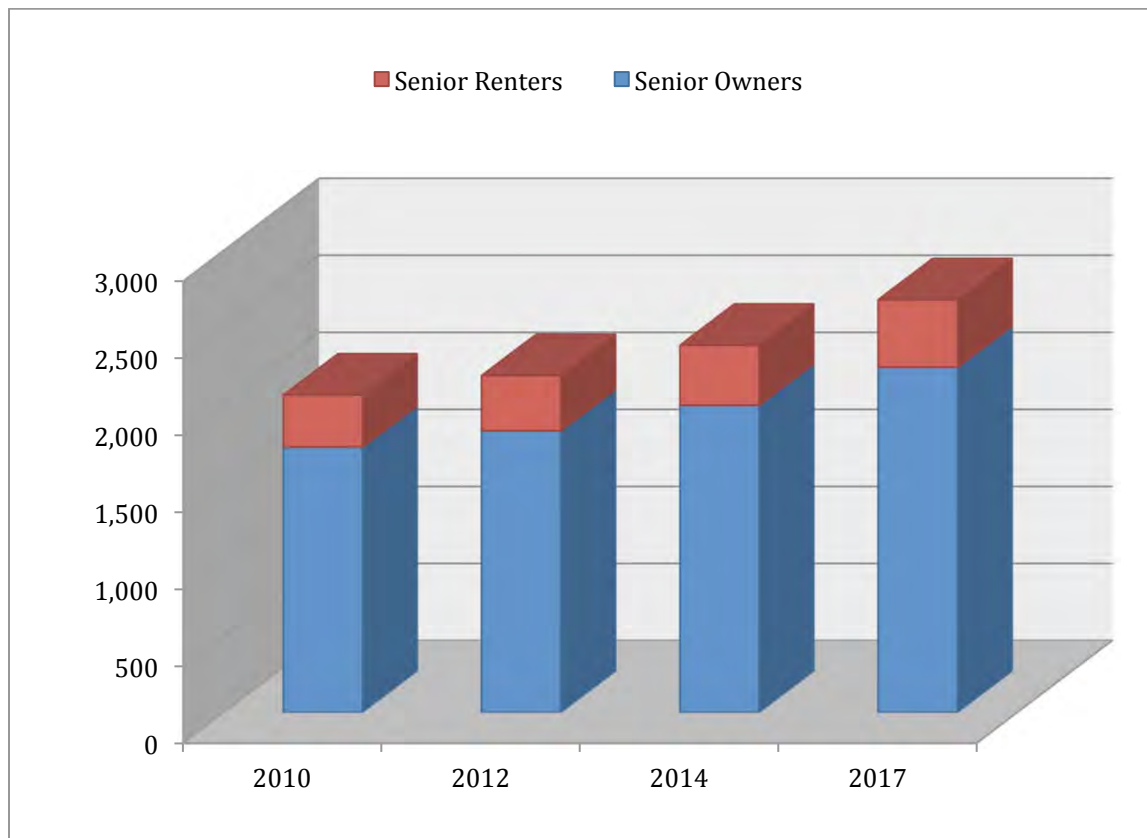
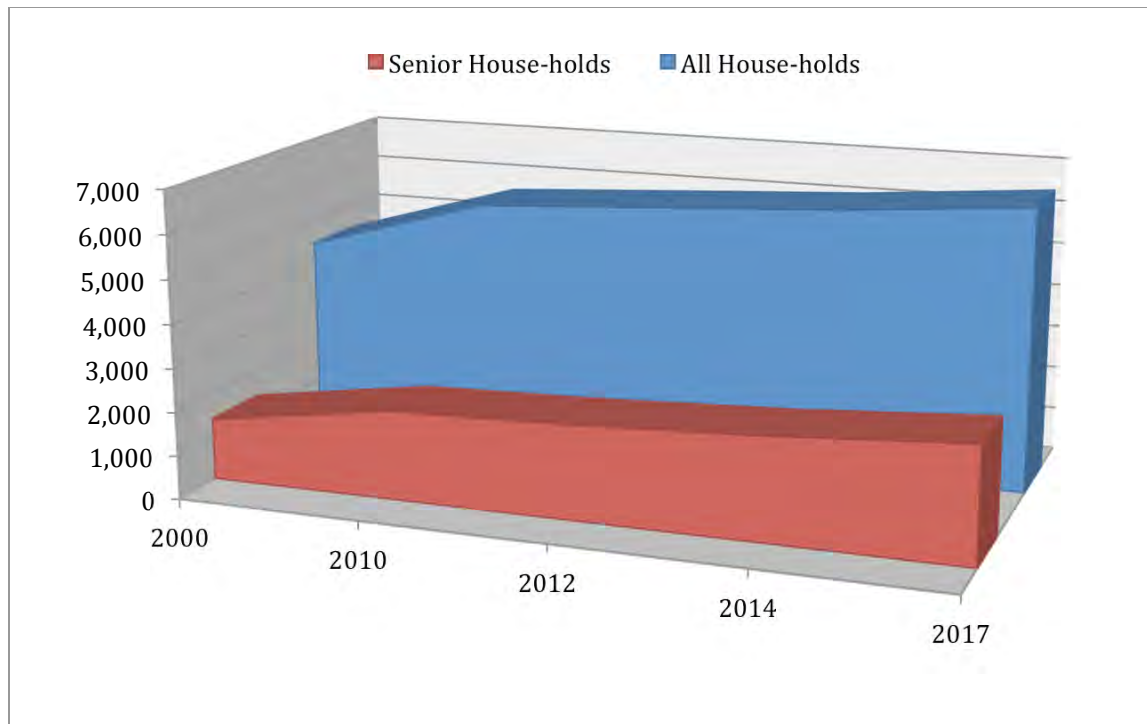
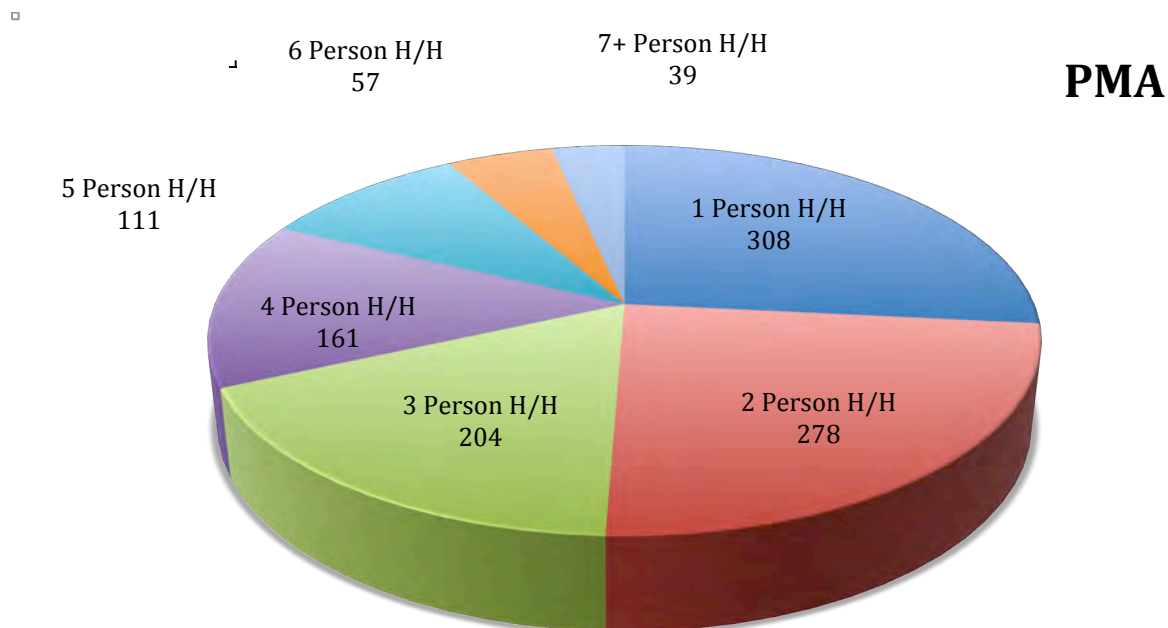


Table 7.0 shows the number of renter households by household size for Fulton County and the Palmetto Primary Market Area in 2010. This data is used to help determine the demand by bedroom mix. Typically, one-bedroom apartments are rented by one- or two-person households; two-bedroom apartments are rented by two-, three-, or four-person households; and three-bedroom units are rented by three-, four-, or more-person households. There is some overlap of bedroom need, which depends on the age/sex make-up of various households.

Table 7.0 - Number of Renter Households by Household Size (2010)

	<i>1 Person H/holds</i>	<i>2 Person H/holds</i>	<i>3 Person H/holds</i>	<i>4 Person H/holds</i>	<i>5 Person H/holds</i>	<i>6 Person H/holds</i>	<i>7+ Person H/holds</i>
Fulton County							
Number	76,903	44,044	22,463	14,953	8,188	3,930	3,634
Percent	44.17%	25.30%	12.90%	8.59%	4.70%	2.26%	2.09%
Palmetto Primary Market Area							
Number	308	278	204	161	111	57	39
Percent	26.60%	24.01%	17.62%	13.90%	9.59%	4.92%	3.37%



Source: Bureau of the Census; and calculations by Woods Research, Inc.

Table 8.0 is a summary of new housing units from the C-40 Construction Reports, prepared by the Bureau of the Census from 2000 through March 2012. This data is generally not available at the Primary Market Area level. Multi-family housing units can include condominiums as well as apartments.

Table 8.0 - Housing Additions - Building Permits

<i>County</i>	<i>Total</i>	<i>Single-family units</i>	<i>% S-F units</i>	<i>Multi-family units</i>	<i>% M-F units</i>
2000	9,603	3,446	35.88%	6,157	64.12%
2001	10,855	4,019	37.02%	6,836	62.98%
2002	10,824	3,909	36.11%	6,915	63.89%
2003	12,296	6,014	48.91%	6,282	51.09%
2004	16,919	8,008	47.33%	8,911	52.67%
2005	16,114	9,581	59.46%	6,533	40.54%
2006	18,644	9,491	50.91%	9,153	49.09%
2007	12,863	4,552	35.39%	8,311	64.61%
2008	4,667	2,211	47.38%	2,456	52.62%
2009	1,529	775	50.69%	754	49.31%
2010	1,101	783	71.12%	318	28.88%
2011	1,954	961	49.18%	993	50.82%
2012/3	858	324	37.76%	534	62.24%
Total	118,227	54,074	45.74%	64,153	54.26%

Table 8.0 - Housing Additions - Building Permits

<i>City of Palmetto</i>	<i>Total</i>	<i>Single-family units</i>	<i>% S-F units</i>	<i>Multi-family units</i>	<i>% M-F units</i>
2000	33	33	100.00%	0	0.00%
2001	54	54	100.00%	0	0.00%
2002	93	93	100.00%	0	0.00%
2003	154	152	98.70%	2	1.30%
2004	218	92	42.20%	126	57.80%
2005	65	65	100.00%	0	0.00%
2006	33	33	100.00%	0	0.00%
2007	25	25	100.00%	0	0.00%
2008	15	15	100.00%	0	0.00%
2009	3	3	100.00%	0	0.00%
2010	2	2	100.00%	0	0.00%
2011	0	0	-	0	-
2012/3	0	0	-	0	-
Total	695	567	81.58%	128	18.42%

<i>City of Fairburn</i>	<i>Total</i>	<i>Single-family units</i>	<i>% S-F units</i>	<i>Multi-family units</i>	<i>% M-F units</i>
2000	65	65	100.00%	0	0.00%
2001	205	205	100.00%	0	0.00%
2002	411	81	19.71%	330	80.29%
2003	230	230	100.00%	0	0.00%
2004	367	367	100.00%	0	0.00%
2005	393	393	100.00%	0	0.00%
2006	361	361	100.00%	0	0.00%
2007	144	144	100.00%	0	0.00%
2008	19	19	100.00%	0	0.00%
2009	1	1	100.00%	0	0.00%
2010	8	8	100.00%	0	0.00%
2011	0	0	-	0	-
2012/3	2	2	100.00%	0	0.00%
Total	2,206	1,876	85.04%	330	14.96%

Table 8.0 - Housing Additions - Building Permits

<i>Unincorp. Portion of the County</i>	<i>Total</i>	<i>Single-family units</i>	<i>% S-F units</i>	<i>Multi-family units</i>	<i>% M-F units</i>
2000	2,722	1,873	68.81%	849	31.19%
2001	2,227	2,037	91.47%	190	8.53%
2002	2,398	1,952	81.40%	446	18.60%
2003	3,728	3,404	91.31%	324	8.69%
2004	5,384	5,141	95.49%	243	4.51%
2005	5,786	5,679	98.15%	107	1.85%
2006	5,854	5,854	100.00%	0	0.00%
2007	2,124	1,884	88.70%	240	11.30%
2008	1,257	942	74.94%	315	25.06%
2009	279	279	100.00%	0	0.00%
2010	291	291	100.00%	0	0.00%
2011	180	180	100.00%	0	0.00%
2012/3	47	47	100.00%	0	0.00%
Total	32,277	29,563	91.59%	2,714	8.41%

Source: Bureau of the Census; calculations by Woods Research, Inc.

Table's 9.1.a and 9.1.b shows household income data for Fulton County and the Palmetto Primary Market Area. Household income estimates for 2012 and household income projections for 2017 are from the latest release of data by Nielson, Inc.

The number of households with lower incomes is decreasing in total numbers and as a percentage between 2000 and the 2012 and 2017 time periods. The households earning more than \$50,000 per year are increasing.

Tables 9.1.a and 9.1.b show income for all households, while Table 9.2a shows only owner household income and 9.2b shows only renter household income. This data comes from the 2011 release of the American Community Survey (Household Income in 2010 by Tenure).

Table 9.1.a – Households by Income Groupings-All Households**Fulton County**

<i>Household Income Range</i>	<i>2000 Census</i>	<i>%</i>	<i>2012 Estimate</i>	<i>%</i>	<i>2017 Projected</i>	<i>%</i>
<15,000	53,022	16.5%	54,727	14.1%	57,436	13.8%
\$15,000-\$24,999	35,138	10.9%	35,361	9.1%	37,067	8.9%
\$25,000-\$34,999	35,225	11.0%	36,349	9.4%	38,101	9.2%
\$35,000-\$49,999	43,703	13.6%	50,471	13.0%	53,416	12.8%
\$50,000-\$74,999	52,961	16.5%	62,606	16.1%	66,697	16.0%
\$75,000-\$99,999	32,031	10.0%	41,417	10.7%	44,659	10.7%
\$100,000-\$124,999	21,837	6.8%	29,839	7.7%	32,398	7.8%
\$125,000-\$149,999	12,626	3.9%	21,370	5.5%	23,419	5.6%
\$150,000-\$199,999	13,889	4.3%	20,473	5.3%	23,059	5.5%
\$200,000-\$499,999	15,547	4.8%	27,216	7.0%	30,559	7.3%
\$500,000+	5,287	1.6%	8,120	2.1%	9,287	2.2%
Total	321,266	100%	387,949	100%	416,098	100%
County Summary						
<\$10,000	35,532	11.1%	36,661	9.5%	38,489	9.3%
\$10,000-\$19,999	41,058	12.8%	41,782	10.8%	43,815	10.5%
\$20,000-\$34,999	46,823	14.6%	48,026	12.4%	50,334	12.1%
\$35,000-\$49,999	43,703	13.6%	50,471	13.0%	53,416	12.8%
>\$50,000	154,178	48.0%	211,041	54.4%	230,078	55.3%
Total	321,266	100%	387,949	100%	416,098	100%

Source: Bureau of the Census; Nielsen, Inc.; and calculations by Woods Research, Inc.

Table 9.1.b– Households by Income Groupings-All Households**Palmetto Primary Market Area**

<i>Household Income Range</i>	<i>2000 Census</i>	<i>%</i>	<i>2012 Estimate</i>	<i>%</i>	<i>2017 Projected</i>	<i>%</i>
<15,000	377	8.5%	458	7.7%	500	7.7%
\$15,000-\$24,999	442	10.0%	474	8.0%	508	7.8%
\$25,000-\$34,999	414	9.3%	524	8.8%	567	8.7%
\$35,000-\$49,999	681	15.3%	841	14.2%	906	13.9%
\$50,000-\$74,999	1,132	25.5%	1,254	21.1%	1,353	20.7%
\$75,000-\$99,999	732	16.5%	1,048	17.7%	1,151	17.6%
\$100,000-\$124,999	398	9.0%	663	11.2%	746	11.4%
\$125,000-\$149,999	88	2.0%	360	6.1%	415	6.4%
\$150,000-\$199,999	97	2.2%	147	2.5%	191	2.9%
\$200,000-\$499,999	77	1.7%	146	2.5%	166	2.5%
\$500,000+	4	0.1%	18	0.3%	22	0.3%
Total	4,442	100%	5,933	100%	6,525	100%
County Summary						
<\$10,000	253	5.7%	307	5.2%	335	5.1%
\$10,000-\$19,999	421	9.5%	469	7.9%	506	7.8%
\$20,000-\$34,999	560	12.6%	681	11.5%	735	11.3%
\$35,000-\$49,999	681	15.3%	841	14.2%	906	13.9%
>\$50,000	2,528	56.9%	3,636	61.3%	4,044	62.0%
Total	4,442	100%	5,933	100%	6,525	100%

Source: Bureau of the Census; Nielsen, Inc.; and calculations by Woods Research, Inc.

Table 9.2a – Owner Households by Income Groupings (2010)

<i>Owner Household Income (2010)</i>	<i>County</i>	<i>%</i>	<i>Primary Market Area</i>	<i>%</i>
<\$5,000	3,376	1.7%	57	1.2%
\$5,000 - \$9,999	2,937	1.5%	82	1.8%
\$10,000 - \$14,999	5,313	2.7%	117	2.5%
\$15,000 - \$19,999	4,762	2.4%	151	3.2%
\$20,000 - \$24,999	5,422	2.7%	193	4.1%
\$25,000 - \$34,999	12,100	6.1%	527	11.3%
\$35,000-\$49,999	20,187	10.1%	379	8.1%
\$50,000 - \$74,999	31,912	16.0%	859	18.4%
\$75,000 - \$99,999	25,811	12.9%	793	17.0%
\$100,000 - \$149,999	37,786	18.9%	961	20.6%
\$150,000 +	50,503	25.2%	548	11.7%
<i>Total</i>	<i>200,109</i>	<i>100.0%</i>	<i>4,667</i>	<i>100.0%</i>

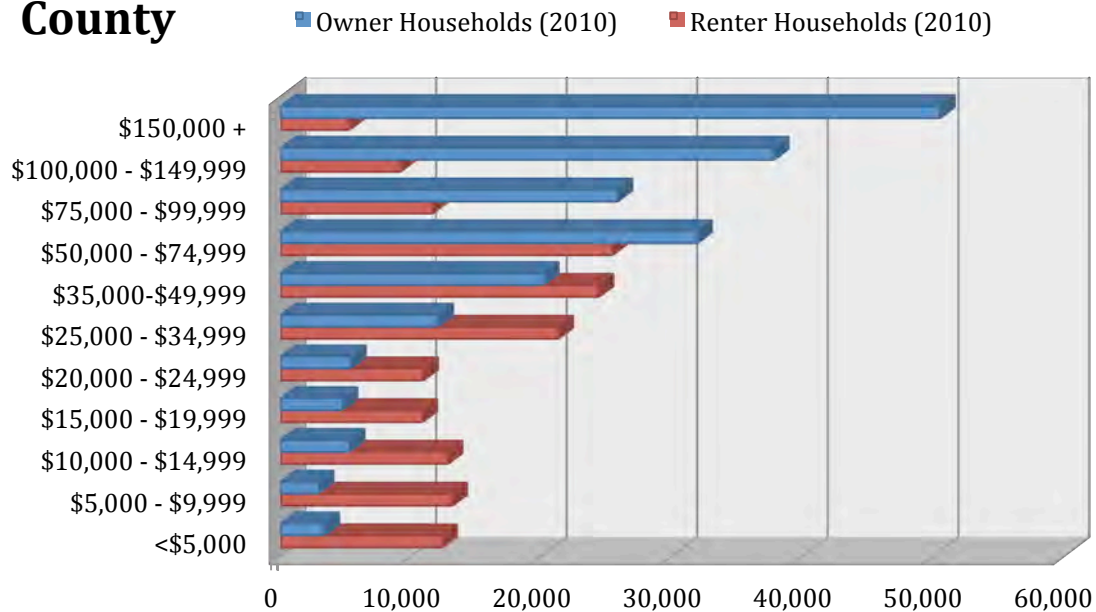
Table 9.2b – Renter Households by Income Groupings (2010)

<i>Renter Household Income (2010)</i>	<i>County</i>	<i>%</i>	<i>Primary Market Area</i>	<i>%</i>
<\$5,000	12,401	7.9%	60	6.8%
\$5,000 - \$9,999	13,166	8.4%	14	1.6%
\$10,000 - \$14,999	12,817	8.2%	77	8.7%
\$15,000 - \$19,999	10,876	6.9%	149	16.8%
\$20,000 - \$24,999	10,947	7.0%	177	19.9%
\$25,000 - \$34,999	21,282	13.5%	114	12.8%
\$35,000-\$49,999	24,377	15.5%	89	10.0%
\$50,000 - \$74,999	25,395	16.1%	95	10.7%
\$75,000 - \$99,999	11,637	7.4%	100	11.3%
\$100,000 - \$149,999	9,185	5.8%	7	0.8%
\$150,000 +	5,261	3.3%	7	0.8%
<i>Total</i>	<i>157,344</i>	<i>100.0%</i>	<i>889</i>	<i>100.0%</i>

Source: Bureau of the Census; and calculations by Woods Research, Inc.

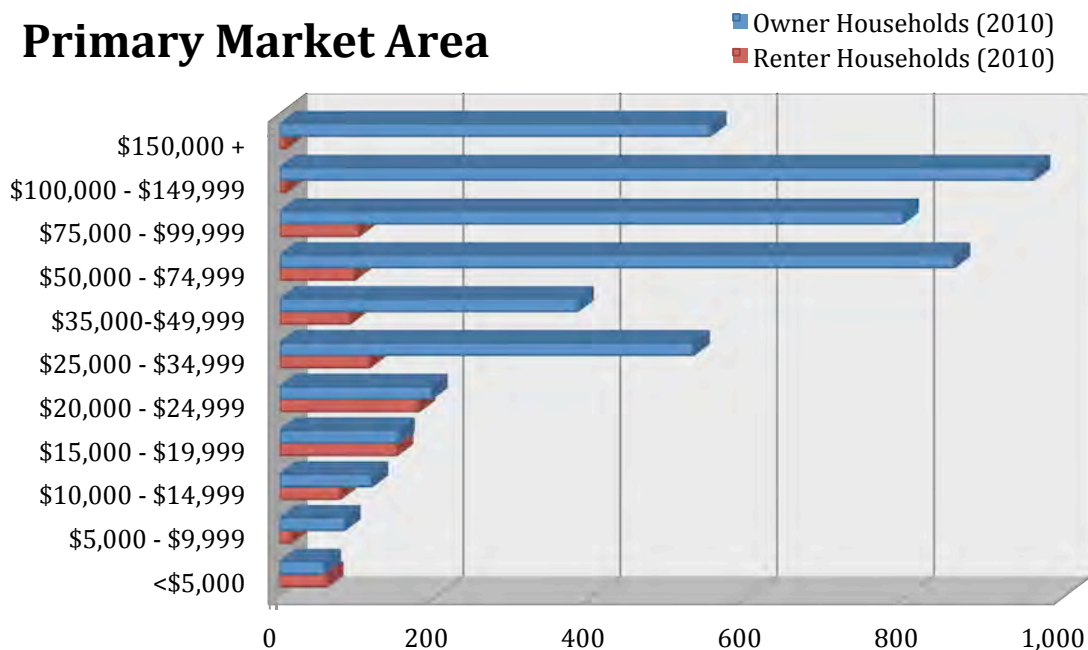
□

County



□

Primary Market Area



Source: Bureau of the Census; and calculations by Woods Research, Inc.

3. EMPLOYMENT TRENDS

Table 10.1.a shows the Labor Data for the Atlanta MSA from the Bureau of Labor Statistics. Table 10.1.b shows the Labor Data for Fulton County.

The Local Area Unemployment Statistics (LAUS) program is a Federal-State cooperative effort in which monthly and annual estimates of total employment and unemployment are prepared. These estimates are key indicators of local economic conditions.

Once each year, historical labor force estimates are revised to reflect new Census Bureau population controls, updated input data, and re-estimation. The model-based estimates also incorporate new seasonal adjustment, and the unadjusted estimates are controlled to new census division and U.S. totals. Substate area data are revised to incorporate updated inputs, re-estimation, and new statewide controls.

Data for all years are annualized averages, except for 2011, which is preliminary data for December and preliminary data for April 2012.

The 2011 preliminary annualized unemployment rate for the Atlanta MSA was 9.6 percent while the 2010 unemployment rate for the MSA was 10.2 percent. The Atlanta MSA experienced moderate unemployment since 2002, until the recent recession. Unemployment appears to be trending down at this time. The 2011 employment level was 39,814 persons higher than the 2010 annual average and 95,090 persons higher than the 2002 annual average. The lowest level of employment was 2,330,487 persons in 2002 and the highest level of employment was 2,604,115 persons in 2007. The April 2012 preliminary employment estimate is 2,461,795, which is 33,799 persons higher than the December 2011 average.

The December 2011 preliminary unemployment rate for the Fulton County was 10.5 percent while the 2010 unemployment rate for the County was 11.0 percent. Fulton County experienced moderate unemployment since 2002, until the recent recession. Unemployment appears to be trending down at this time. The December 2011 employment level was 6,596 persons higher than the 2010 annual average and 18,022 persons lower than the 2002 annual average. The lowest level of employment was 395,614 persons in 2010 and the highest level of employment was 464,406 persons in 2007. The December 2011 preliminary employment estimate is 402,210, which is 6,596 persons higher than the 2010 annual average.

The historical unemployment rates for the County are in line with the state and national unemployment levels.

Table 10.1.a - Labor Market Data – Atlanta MSA**Civilian Employment and Unemployment Data**

<i>Year</i>	<i>Employment</i>	<i>Employment Change</i>	<i>Employment Percent Change</i>	<i>Unemploy.</i>	<i>Unemploy. Change</i>	<i>Unemploy. Percent Change</i>
2002	2,330,487	-	-	119,317	-	-
2003	2,334,092	3,605	0.2%	117,926	-1,391	-1.2%
2004	2,379,513	45,421	2.0%	118,127	201	0.2%
2005	2,456,221	76,708	3.2%	136,164	18,037	15.3%
2006	2,535,341	79,120	3.2%	123,893	-12,271	-9.0%
2007	2,604,115	68,774	2.7%	124,157	264	0.2%
2008	2,582,627	-21,488	-0.8%	170,772	46,615	37.6%
2009	2,424,779	-157,848	-6.1%	264,506	93,734	54.9%
2010	2,388,182	-36,597	-1.5%	270,474	5,968	2.3%
2011/12	2,427,996	39,814	1.7%	258,997	-11,477	-4.2%
2012/4	2,461,795	33,799	1.4%	228,899	-30,098	-11.6%

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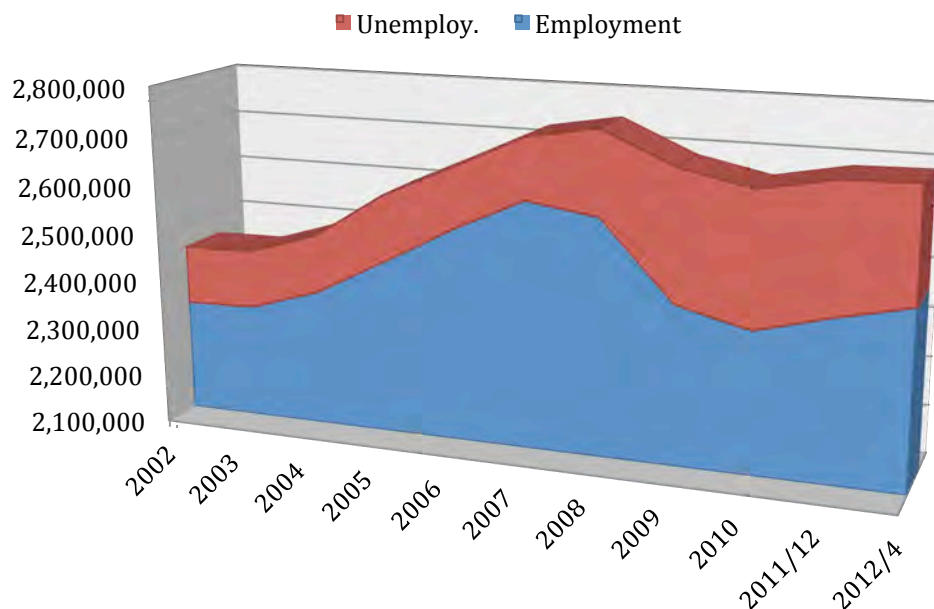
**Source: U.S. Bureau of Labor Statistics.**

Table 10.1.b - Labor Market Data - Fulton County**Civilian Employment and Unemployment Data**

<i>Year</i>	<i>Employment</i>	<i>Employment Change</i>	<i>Employment Percent Change</i>	<i>Unemploy.</i>	<i>Unemploy. Change</i>	<i>Unemploy. Percent Change</i>
2002	420,232	-	-	24,211	-	-
2003	420,565	333	0.1%	23,499	-712	-2.9%
2004	426,534	5,969	1.4%	22,986	-513	-2.2%
2005	434,002	7,468	1.8%	26,239	3,253	14.2%
2006	449,477	15,475	3.6%	23,803	-2,436	-9.3%
2007	464,406	14,929	3.3%	24,048	245	1.0%
2008	462,667	-1,739	-0.4%	32,101	8,053	33.5%
2009	434,367	-28,300	-6.1%	48,304	16,203	50.5%
2010	395,614	-38,753	-8.9%	48,648	344	0.7%
2011/12	402,210	6,596	1.7%	46,980	-1,668	-3.4%
2012/4	407,809	5,599	1.4%	41,500	-5,480	-11.7%

□

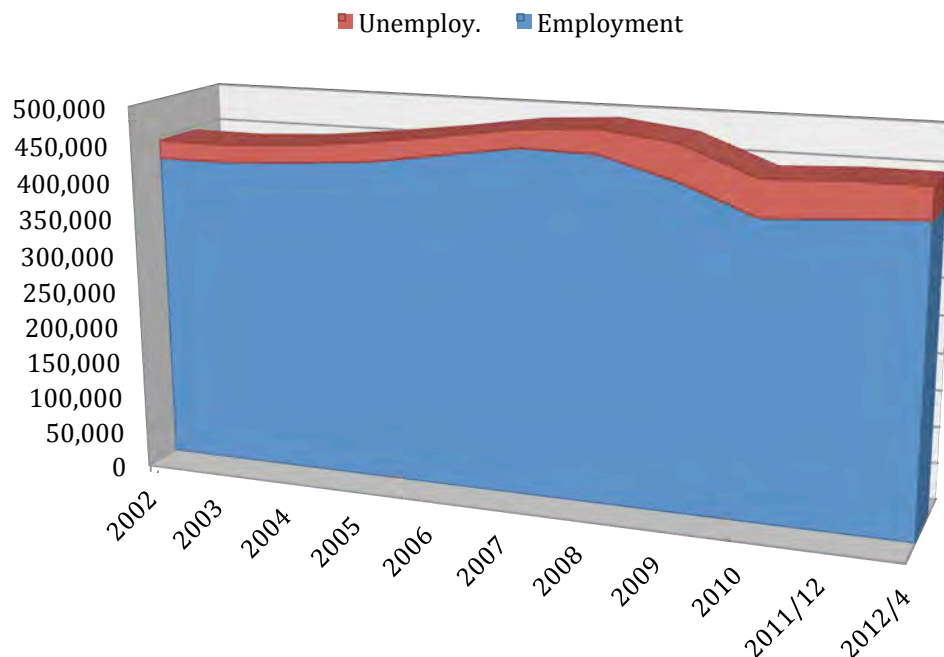
**Source: U.S. Bureau of Labor Statistics.**

Table 10.1.c – Annualized Unemployment Rate Comparison

<i>Year</i>	<i>County Unemployment Rate</i>	<i>MSA Unemployment Rate</i>	<i>State Unemployment Rate</i>	<i>U.S. Unemployment Rate</i>
2002	5.4%	4.9%	4.8%	5.8%
2003	5.3%	4.8%	4.8%	6.0%
2004	5.1%	4.7%	4.7%	5.5%
2005	5.7%	5.3%	5.2%	5.1%
2006	5.0%	4.7%	4.7%	4.6%
2007	4.9%	4.6%	4.6%	4.6%
2008	6.5%	6.2%	6.3%	5.8%
2009	10.0%	9.8%	9.8%	9.3%
2010	11.0%	10.2%	10.2%	9.6%
2011/12	10.5%	9.6%	9.8%	8.9%
2012/4	9.2%	8.5%	9.3%	



Source: U.S. Bureau of Labor Statistics.

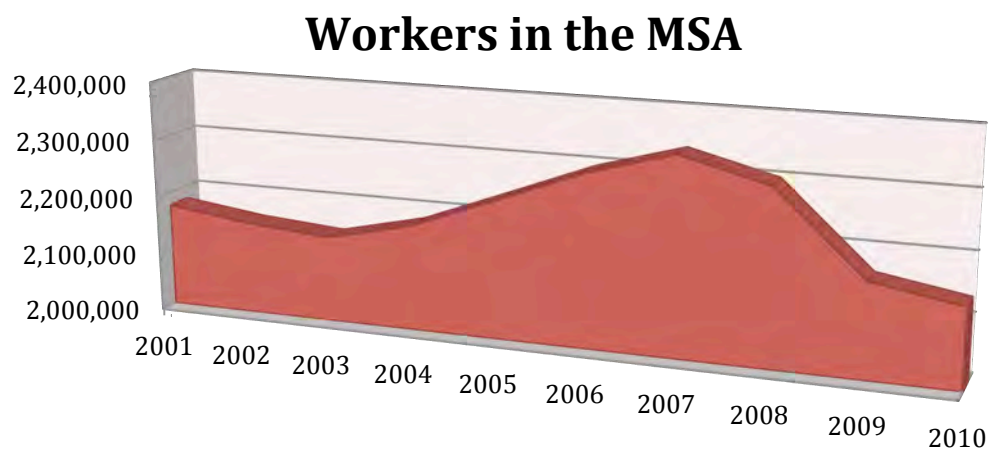
Table 10.2.a shows the number of jobs in the Atlanta MSA for the period 2001 through the third Quarter of 2011. It shows that the number of jobs located in the Atlanta MSA has decreased by 22,446 jobs, which is a decrease of 1.03 percent.

Table 10.2.a – At Place Employment for the Atlanta MSA

Quarterly Census of Employment

<i>Year</i>	<i>Mar</i>	<i>Jun</i>	<i>Sep</i>	<i>Dec</i>	<i>Annual</i>
2001	2,186,808	2,190,098	2,182,118	2,172,076	2,177,725
2002	2,155,207	2,165,691	2,163,243	2,177,846	2,158,432
2003	2,139,951	2,144,001	2,159,261	2,177,700	2,147,191
2004	2,165,152	2,167,174	2,183,939	2,230,650	2,180,614
2005	2,206,190	2,229,447	2,254,470	2,288,054	2,237,450
2006	2,271,854	2,295,118	2,305,879	2,340,769	2,295,018
2007	2,328,614	2,336,216	2,342,379	2,361,533	2,336,980
2008	2,315,998	2,309,456	2,287,962	2,264,670	2,299,202
2009	2,184,490	2,158,399	2,132,104	2,144,306	2,161,162
2010	2,115,451	2,140,178	2,133,411	2,161,513	2,135,967
2011	2,144,126	2,159,220	2,164,362		

□



Source: U.S. Bureau of Labor Statistics.

Table 10.2.b shows the number of jobs in Fulton County for the period 2001 through the third Quarter of 2011. It shows that the number of jobs located in Fulton County has decreased by 45,397 jobs, which is a decrease of 5.96 percent.

Table 10.2.b - At Place Employment for Fulton County

Quarterly Census of Employment

<i>Year</i>	<i>Mar</i>	<i>Jun</i>	<i>Sep</i>	<i>Dec</i>	<i>Annual</i>
2001	761,962	759,403	750,732	749,130	754,870
2002	740,604	740,212	739,568	750,070	740,747
2003	722,871	721,361	723,238	729,452	722,084
2004	722,716	719,360	729,623	746,791	727,701
2005	733,957	740,658	746,212	757,278	741,524
2006	766,584	774,355	777,370	789,848	774,324
2007	756,878	755,868	762,003	769,902	758,950
2008	745,668	741,403	741,134	731,925	741,081
2009	706,786	695,250	689,876	695,436	698,951
2010	698,339	701,695	704,782	715,216	704,342
2011	710,611	712,119	716,565		

Source: U.S. Bureau of Labor Statistics.

□

Workers in the County

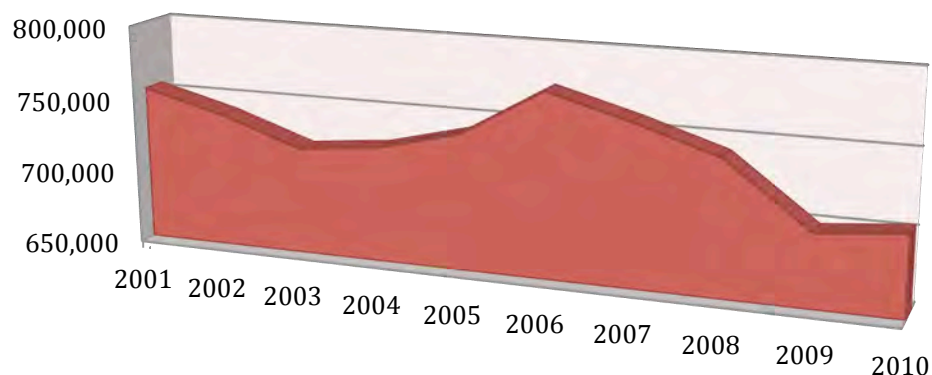
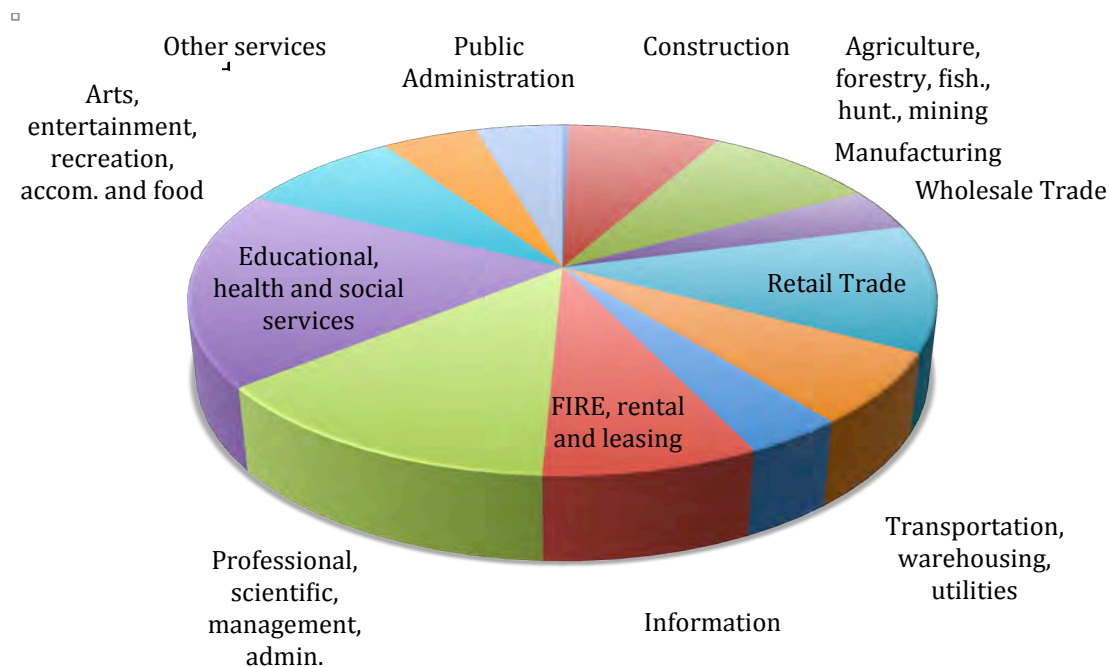


Table 10.3.a shows employment by industry for the Atlanta MSA from the 2010 Census. The largest category is educational, health and social services. Professional, scientific, management and administration is second and retail trade is third.

Table 10.3.a – Industry Data (2010) – Atlanta MSA

<i>Industry</i>	<i>Number</i>	<i>Percentage</i>
Agriculture, forestry, fish., hunt., mining	7,603	0.3%
Construction	191,531	7.8%
Manufacturing	217,479	8.9%
Wholesale Trade	95,849	3.9%
Retail Trade	287,376	11.7%
Transportation, warehousing, utilities	160,145	6.5%
Information	88,687	3.6%
FIRE, rental and leasing	191,891	7.8%
Professional, scientific, management, admin.	328,804	13.4%
Educational, health and social services	444,457	18.2%
Arts, entertainment, recreation, accom. and food	202,236	8.3%
Other services	120,320	4.9%
Public Administration	109,786	4.5%
Total	2,446,164	100%

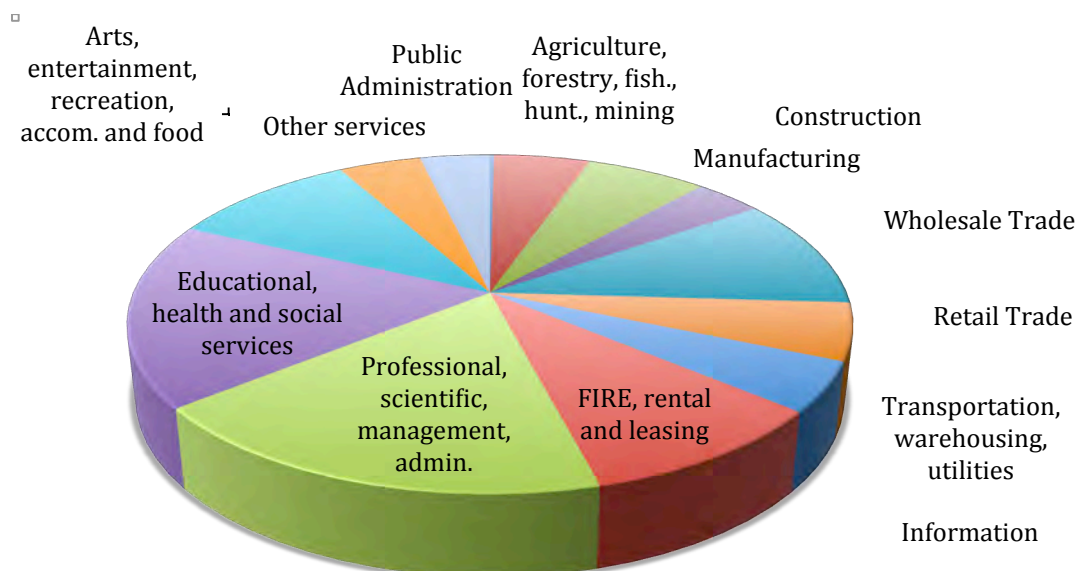


Source: Bureau of the Census; and calculations by Woods Research, Inc.

Table 10.3.b shows employment by industry for Fulton County from the 2010 Census. The largest category is manufacturing. Professional, scientific, management and administration is first. Educational, health and social services is second and retail trade is third.

Table 10.3.b – Industry Data (2010) – Fulton County

<i>Industry</i>	<i>Number</i>	<i>Percentage</i>
Agriculture, forestry, fish., hunt., mining	945	0.2%
Construction	22,337	5.1%
Manufacturing	28,100	6.4%
Wholesale Trade	15,757	3.6%
Retail Trade	46,154	10.6%
Transportation, warehousing, utilities	23,815	5.5%
Information	20,678	4.7%
FIRE, rental and leasing	42,770	9.8%
Professional, scientific, management, admin.	79,910	18.3%
Educational, health and social services	77,200	17.7%
Arts, entertainment, recreation, accom. and food	43,652	10.0%
Other services	19,162	4.4%
Public Administration	16,282	3.7%
Total	436,762	100%



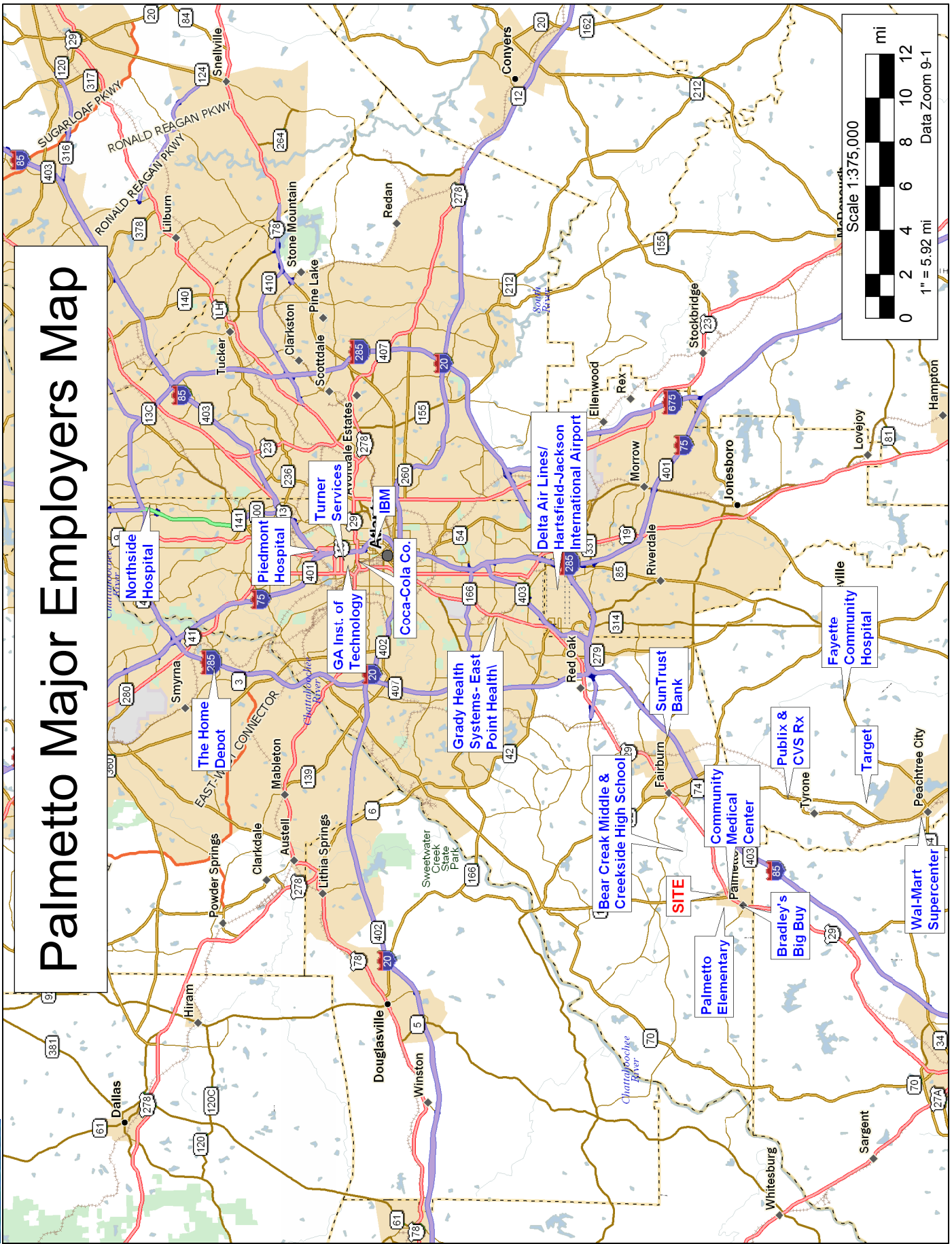
Source: Bureau of the Census; and calculations by Woods Research, Inc.

Rank	Top Public Companies	Rank	Top Private Companies
1	The Hope Depot	1	Cox Enterprises
2	UPS	2	HD Supply
3	The Coca-Cola Company	3	Federal Home Loan Bank of Atlanta
4	Coca-Cola Enterprises	4	RaceTrac Petroleum, Inc.
5	Delta Air Lines	5	Unisource Worldwide, Inc.
6	AFLAC	6	Southwire Co.
7	Southern Co.	7	Chick-fil-A
8	SunTrust Banks	8	Infor
9	Genuine Parts	9	PrintPak, Inc.
10	Mohawk Industries	10	Euramax International Inc.
11	AGCO	11	Trammel Crow Residential
12	Newell Rubbermaid	12	Holder Construction Co.
13	Synovus Financial Corp.	13	Oglethorpe Power Corp.
14	BlueLinx Holdings	14	Simmons Bedding Co.
15	Georgia Gulf	15	Hooters of America, Inc.
16	Superior Essex	16	Consolidated Container Co.
17	Exide Technologies	17	Hardin Construction Company, LLC
18	Mirant	18	Waffle House, Inc.
19	Spectrum Brands	19	Golder Associates, Inc.
20	Acuity Brands	20	Colonial Pipeline Co.
21	Graphic Packaging	21	AJC International, Inc.
22	AGL Resources	22	Choate Construction Co.
23	Rock-Tenn	23	U.S. Security Associates
24	Flower Foods	24	John Weiland Homes & Neighborhoods
25	Mueller Water Products	25	Unipro Foodservice, Inc.

Rank			Fulltime employees in Atlanta as of Dec. 1, 2010 **/% change from Dec. 1 2009.	Fulltime employees in Georgia as of Dec. 1, 2010 **/% change from Dec. 1 2009.
This Year	Last Year	Employer		
1	(1)	Delta Air Lines, Inc.	27,000 8%	27,000 8%
2	(2)	Wal-Mart Stores, Inc.	26,000 10.17%	52,375 -0.27
3	(3)	Gwinnett County Public Schools	20,623 -0.94%	20,623 -0.95%
4	(5)	Emory University	17,994 0.75%	18,471 0.92%
5	(6)	Cobb County School District	14,027 -7.78%	14,027 -7.78%
6	(7)	Dekalb County School System	13,267 -4.49%	13,267 -4.49%
7	(9)	United States Postal Service – Atlanta District	10,342 0.82%	18,342 0.12%
8	(10)	Publix Super Markets, Inc.	9,453 -1.87%	11,178 0.37%
9	(12)	The Home Depot, Inc.	9,000 NA	13,000 NA
10	(17)	Centers for Disease Control and Prevention (CDC)	8,639 21.37%	8,659 21.65%
11	(11)	WellStar Health System, Inc.	8,583 4.47%	8,583 4.47%
12	(15)	Georgia Institute of Technology	7,843 3.66%	7,920 3.83%
13	(13)	Clayton County Public Schools	7,500 NA	7,500 NA
14	(19)	City of Atlanta	7,157 1.89%	7,157 1.89%
15	(16)	DeKalb County Government	7,138 NA	7,138 NA
16	(21)	SunTrust Banks, Inc.	6,917 0.82%	7,962 -0.69%
17	(20)	Cox Enterprises, Inc.	6,746 -2.32%	6,920 -3.14%
18	(23)	Turner Broadcasting System, Inc.	6,7021 -0.18%	6,702 -0.18%
19	(24)	Atlanta Public Schools	6,500 NA	6,500 NA
20	(25)	United Parcel Service, Inc. (UPS)	6,285 -2.63%	7,610 -2.525
21	(22)	Piedmont Healthcare	6,113 -7.96%	6,776 -2.18%
22	(NR)	Northside Hospital	5,540 12.65%	5,540 12.65%
23	(NR)	Wells Fargo & Co.	5,300 6%	6,900 6.15%
24	(NR)	Gwinnett County Government	4,590 3.64%	4,590 3.64%
25	(NR)	General Electric Co.	4,500 4.65%	5,400 1.89%



Palmetto Major Employers Map



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F. PROJECT SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

1. INCOME RESTRICTIONS

The proposed complex will serve older low-income households, as defined by the Section 42 - Low Income Housing Tax Credit Regulations, utilizing a LIHTC allocation. The Tax Credit allocation is nine percent of the *qualified basis* of the property depending on the funding sources. The *qualified basis* is the portion of the *eligible basis* attributable to the low-income rental units. Expenses included in the *eligible basis* are construction, engineering, architectural, market studies and appraisals, relocation, certain legal and accounting, construction period interest, taxes, general contractor, and developer fees. Land costs, title recording fees, financing costs (points), tax credit fees, and syndication fees are not included in the *eligible basis*.

Tax Credits are issued annually for a ten-year period. Assuming the apartment complex remains Tax Credit eligible, either 90 percent or 40 percent of the development cost will be returned in the form of Tax Credits. When a Tax Credit allocation is issued for an apartment complex, rental rates are restricted and household incomes are restricted based on HUD Very Low Income for the MSA/County, adjusted for household size.

Under the Section 42 - LIHTC Program, maximum household incomes are restricted to 120 percent and/or 100 percent of the HUD Very Low Income for the MSA/County, adjusted for household size. While maximum household incomes are based on the number of persons in the household, the maximum rents are based on the number of bedrooms. Rent ceilings are based on 30 percent of 120 percent/100 percent of the HUD Very Low Income for the County/MSA, adjusted for bedroom size. This is the gross rent. To obtain net rents, gross rents then must be adjusted based on the HUD estimated utility allowance or local utility company estimates.

Table 11 shows the maximum incomes by household size and maximum gross rents by number of bedrooms. Gross rents include rent + utility allowance. Also included are HUD Fair Market Rents. The maximum incomes for the proposed project is \$37,440 for the 60 percent units and \$31,200 for the 50 percent units.

Table 11–Income/Rent Limits-Atlanta MSA

Atlanta MSA

HUD 2012 Median Family Income	\$69,300					
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person
Very Low Income	\$24,300	\$27,750	\$31,200	\$34,650	\$37,450	\$40,200
120% of Very Low	\$29,160	\$33,300	\$37,440	\$41,580	\$44,940	\$48,240
	Eff.	1 BR	2 BR	3 BR	4 BR	
50% Rent Ceiling	\$607	\$650	\$780	\$901	\$1,005	
60% Rent Ceiling	\$729	\$780	\$936	\$1,081	\$1,206	
Fair Market Rent 2012	\$699	\$757	\$842	\$1,025	\$1,118	

Source: 2012 Income Limits for Low-Income and Very Low Income Families and 2012 Fair Market Rents, Department of Housing and Urban Development and calculations by Woods Research, Inc.

2. AFFORDABILITY

Table 12.0 shows the minimum income requirements by unit type and bedroom size. These minimum incomes are based on recognized affordability standards. A senior household should not pay more than 40 percent of their household income on rent plus utilities. For the proposed project the tenant will pay electricity, water and sewer. The minimum incomes for the proposed project are:

Table 12.0 –Minimum Income Requirements/Affordability

<i>Projected 50% Rent for the project:</i>	<i>1 BR</i>	<i>2 BR</i>	<i>3 BR</i>	<i>4 BR</i>
Estimated Rent	\$475	\$585		
Estimated Utility Allowance	\$102	\$131		
Total Housing Cost	\$577	\$716	\$0	\$0
Minimum Income Required at 40%	\$17,310	\$21,480	\$0	\$0

<i>Projected 60% Rent for the project:</i>	<i>1 BR</i>	<i>2 BR</i>	<i>3 BR</i>	<i>4 BR</i>
Estimated Rent	\$495	\$590		
Estimated Utility Allowance	\$102	\$131		
Total Housing Cost	\$597	\$721	\$0	\$0
Minimum Income Required at 40%	\$17,910	\$21,630	\$0	\$0

Source: Calculations by Woods Research, Inc. based on data provided by the Developer.

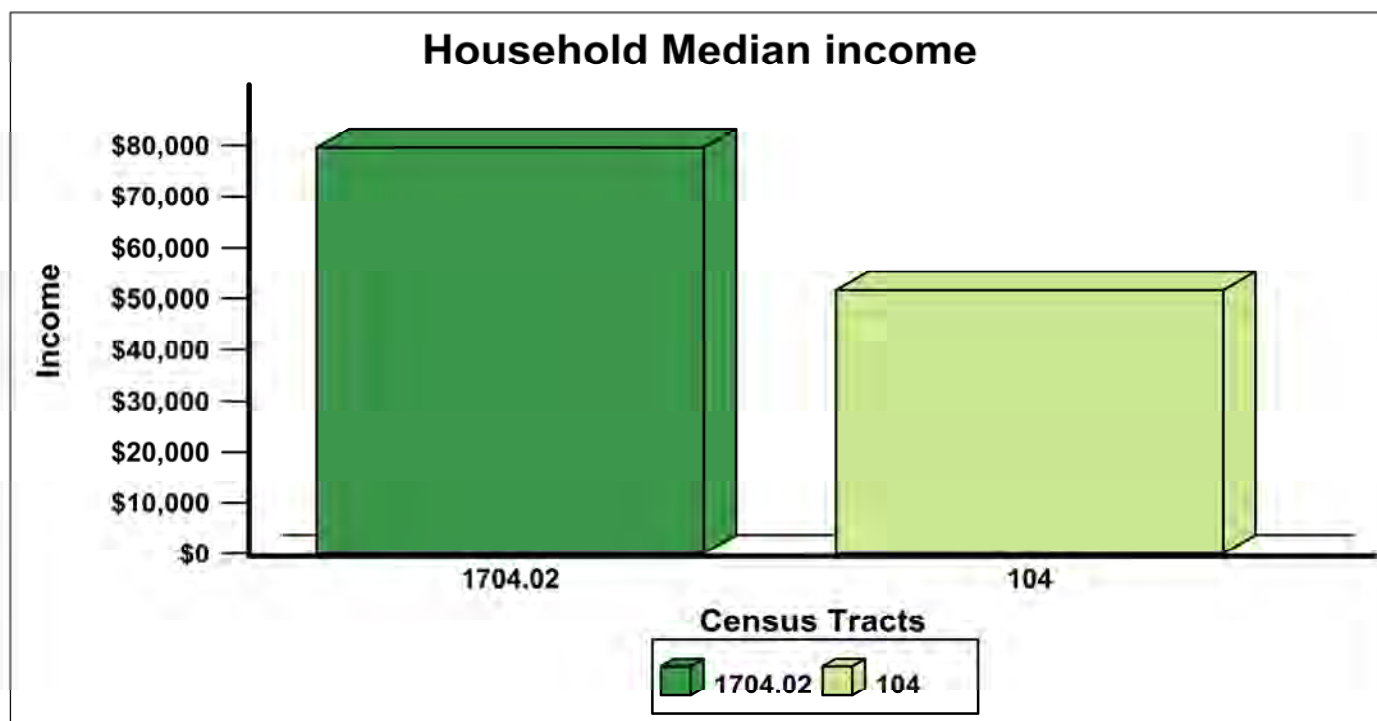
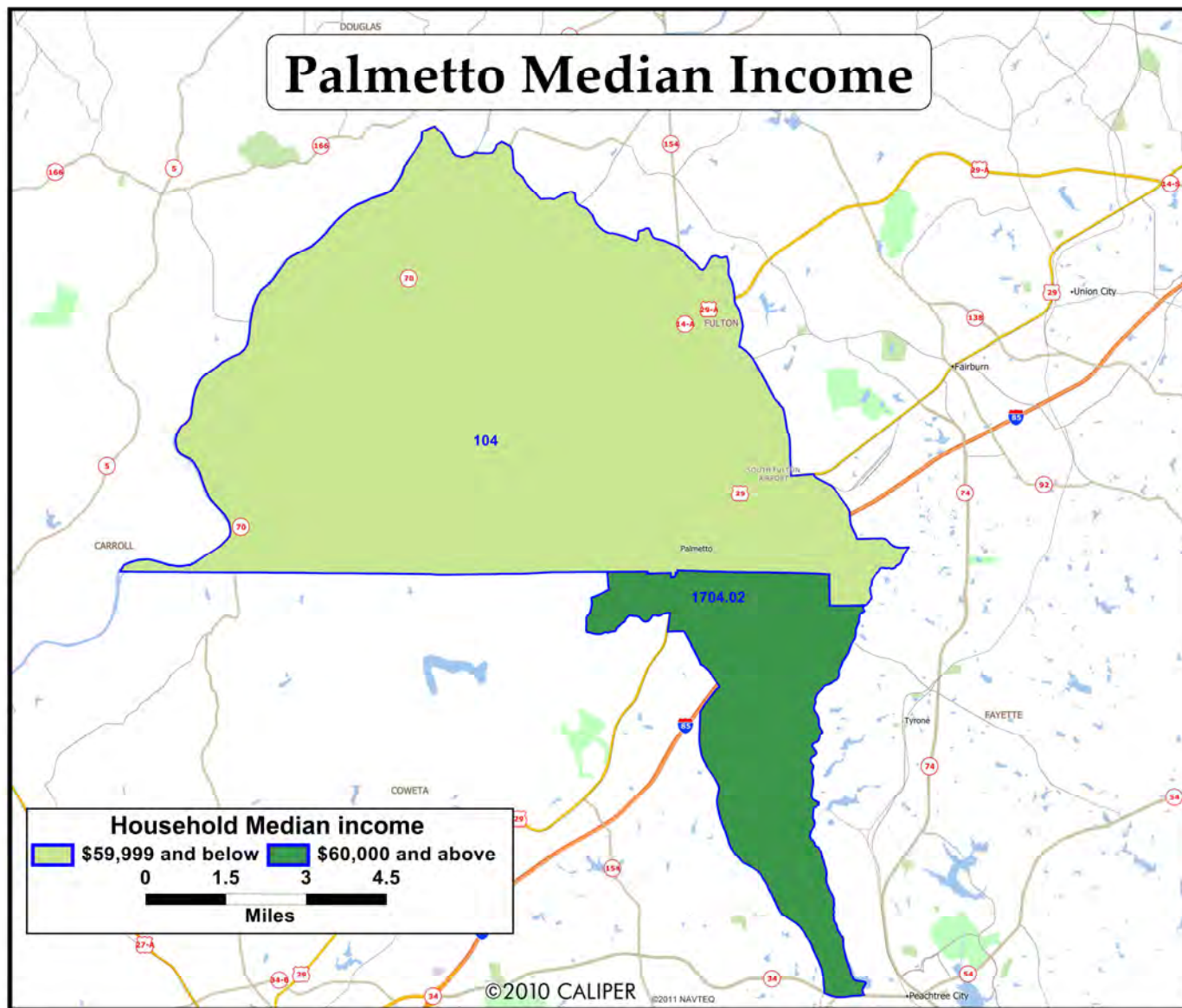
The income bands for each targeted group is:

- \$17,310 to \$31,200 for the 50% units
- \$17,910 to \$37,440 for the 60% units

13.0- Income Trends

MSA	2000	2012	2017
Average Household Income	\$67,340	\$75,487	\$76,740
Median Household Income	\$52,660	\$58,183	\$59,036
Per Capita Income	\$24,957	\$28,016	\$28,409
County	2000	2012	2017
Average Household Income	\$74,928	\$88,027	\$90,262
Median Household Income	\$47,784	\$56,815	\$58,257
Per Capita Income	\$30,003	\$36,800	\$28,064
Primary Market Area	2000	2012	2017
Average Household Income	\$65,022	\$73,858	\$75,279
Median Household Income	\$56,780	\$63,347	\$64,440
Per Capita Income	\$23,251	\$26,283	\$26,841

Source: Nielson Corporation.



Household Income

The Table 14s' shows older person household income data for the Palmetto Primary Market Area. Table 14.1a shows 2000 household income data as a baseline. Older persons household income estimates for 2012 (Table 14.1b) and older person household income projections for 2017 (Table 14.1c) are from the latest release of data by Nielson, Inc.

Table 14.1a-Older Person Household Incomes (2000)

Palmetto Primary Market Area

<i>Elderly Income by Age of HH - 2000</i>	<i>55-64</i>	<i>65-75</i>	<i>75-84</i>	<i>85+</i>	<i>Total</i>	<i>%</i>
< \$15,000	67	55	57	21	200	14.1%
\$15,000-\$24,999	26	98	41	12	177	12.4%
\$25,000-\$34,999	50	63	22	4	139	9.8%
\$35,000-\$49,999	146	51	38	9	244	17.2%
\$50,000-\$74,999	211	79	5	2	297	20.9%
\$75,000-\$99,999	136	29	45	8	218	15.3%
\$100,000-\$124,999	76	0	0	0	76	5.3%
\$125,000-\$149,999	22	0	0	0	22	1.6%
\$150,000-\$199,999	0	14	0	0	14	1.0%
> \$200,000	19	9	6	2	36	2.5%
<i>Total</i>	753	398	214	58	1,423	100%

Table 14.2a-Older Person Household Incomes (2012)**Palmetto Primary Market Area**

<i>Elderly Income by Age of HH - 2012</i>	<i>55-64</i>	<i>65-75</i>	<i>75-84</i>	<i>85+</i>	<i>Total</i>	<i>%</i>
< \$15,000	85	88	64	27	264	12.1%
\$15,000-\$24,999	59	117	40	16	232	10.7%
\$25,000-\$34,999	48	91	34	9	182	8.4%
\$35,000-\$49,999	176	105	41	13	335	15.4%
\$50,000-\$74,999	324	67	18	1	410	18.8%
\$75,000-\$99,999	213	84	55	7	359	16.5%
\$100,000-\$124,999	163	25	37	5	230	10.6%
\$125,000-\$149,999	72	0	0	0	72	3.3%
\$150,000-\$199,999	28	9	0	0	37	1.7%
> \$200,000	23	21	9	3	56	2.6%
Total	1,191	607	298	81	2,177	100%

Table 14.3a-Older Person Household Incomes (2017)**Palmetto Primary Market Area**

<i>Elderly Income by Age of HH - 2017</i>	<i>55-64</i>	<i>65-75</i>	<i>75-84</i>	<i>85+</i>	<i>Total</i>	<i>%</i>
< \$15,000	86	119	69	31	305	11.4%
\$15,000-\$24,999	64	159	40	20	283	10.6%
\$25,000-\$34,999	55	134	36	11	236	8.9%
\$35,000-\$49,999	195	155	46	14	410	15.4%
\$50,000-\$74,999	361	95	26	2	484	18.1%
\$75,000-\$99,999	245	126	61	12	444	16.6%
\$100,000-\$124,999	189	45	50	6	290	10.9%
\$125,000-\$149,999	92	4	4	0	100	3.8%
\$150,000-\$199,999	38	12	1	0	51	1.9%
> \$200,000	25	28	9	3	65	2.4%
Total	1,350	877	342	99	2,668	100%

Source: Nielson, Inc. and calculations by Woods Research, inc.

3. DEMAND ANALYSIS FOR OLDER HOUSEHOLDS

This market study is for the development of an older occupancy apartment complex using LIHTC. LIHTC properties have several income restrictions. An income band(s) defines the income eligible group(s). The *income band* is based on the household income of renter households required to afford the proposed rents and the maximum income allowed for the County/MSA and eligibility for rent subsidies.

Effective Demand Factors

In this methodology, there are five basic sources of demand for an apartment project to acquire potential tenants:

- net older person household formation (normal growth/decline),
- existing older person renters who are living in overcrowded/substandard housing, including older persons living with relatives and non-relatives,
- existing renters who choose to move to another unit, typically based on affordability (rent overburdened),
- Secondary market demand adjustment, and
- Elderly demand adjustment.

Demand from New Renter Households (Growth)

For the Primary Market Area, forecasted housing demand through household formation of older person renter-occupied households over the 2010 to 2014 forecast period.

Based on 2010 income data from the Census Bureau and Nielson projections we have determined that 53 older person renter households will have been added between 2010 and 2014. The demand for 50 percent of AMI units will be 9 older person units and the growth of the 60 percent of AMI units will be 11 units. Based on the same assumptions, 12 older person renter households will have been added to the combined 50 and 60 percent of AMI between 2010 and 2014.

Demand from Existing Renters that are In Substandard Housing

The most current and reliable data from the US Census regarding substandard housing is the 2010 census. Substandard housing in this market study is based on more than one occupant per room and lack of plumbing facilities, respectively. In 2010, 153 older person households were living in renter-occupied dwelling units classified as substandard or were living with relatives or non-relatives.

Based on 2010 Census income data, 25 substandard renter households fall into the 50% of AMI and 31 fall into the 60% AMI category and 32 substandard renter households fall into combined segment of the proposed subject property.

Demand from Existing Rent Over-Burdened Renters

An additional source of demand for rental units is derived from rent-overburdened households. In the Primary Market Area it is estimated that 23 existing older person rent overburdened renter households fall into the 50% AMI target income segment and 29 fall into the 60 percent fall into the 60 percent of AMI category. Rent overburdened households that fall into the combined category is 30.

Secondary Market Demand Adjustment

The 2012 GA-DCA Market Study Guidelines allow for a 15% upward adjustment to accommodate for the secondary market area. The 15% adjustment factor is applied to all of the *combined* demand estimates as detailed in the overall demand methodology.

Elderly homeowners Likely to Convert to Rentership

The 2012 GA-DCA Market study Guidelines allow for an adjustment for elderly homeowners that want/need to convert form ownership to rentership. All older person households can be used.

Total Demand

The demand from these sources indicates a total demand of 189 units old older person households at 50 percent of AMI and 227 units at 60 percent of AMI.

The final segmentation process of the demand methodology was to subtract like-kind competition/supply in the Primary Market Area built since 2010. In the case of the subject, like-kind supply includes other LIHTC and/or LIHTC/Home developments, and market rate properties with similar rents. Like-kind rental housing units that have been allocated or constructed since 2010 include: *None*

Table 15.0 – Rental Housing Demand

	<i>HH at 50% AMI (\$17,310 to \$31,200)</i>	<i>HH at 60% AMI (\$17,910 to \$37,440)</i>	<i>All Tax Credit HH(\$17,310- \$37,440)</i>
a) Demand from New Household migration into the market and growth from existing households in the market: age and income appropriate	9	11	12
Plus	+	+	+
Demand from Existing Renter Households - Substandard Housing	25	31	32
Plus	+	+	+
Demand from Existing Renter Households - Rent overburdened households	23	29	30
Plus	+	+	+
Secondary Market Demand adjustment IF ANY to 15% Limitation	75	85	90
Sub Total	132	156	164
Demand from Existing Households - Elderly Homeowner Turnover (limited to 15% where applicable)	57	71	75
Equals Total Demand	189	227	239
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the project market between 2010 and the present	0	0	0
Equals Net Demand	189	227	239

Source: Calculations by Woods Research, Inc.

50% AMI: Any renter household earning between \$17,310 and \$31,200 per year would be classified as Section 42 income eligible and earning less than 50 percent of the HUD Median Family Income.

60% AMI: Any renter household earning between \$17,910 and \$37,440 per year would be classified as Section 42 income eligible and earning less than 60 percent of the HUD Median Family Income.

Overall: Any renter household earning between \$17,310 and \$37,440 per year would be classified as Section 42 income eligible and earning less than required for the 50 percent and the 60 percent of the HUD Median Family Income.

Ineligible: Any renter household earning more than \$37,440 would be ineligible for Section 42 Housing.

- The net demand for rental units for households that qualify for the units designated at 50 percent of AMI is 189 units.
- The net demand for rental units for households that qualify for the units designated at 60 percent of AMI is 227 units.
- The total net demand for rental units for households qualifying for LIHTC units including 50 and 60 percent is 239 units.
- The capture rate for 50 percent units is 11.76 percent of the income-eligible older person renter market.
- The capture rate for 60 percent units is 18.84 percent of the income-eligible older person renter market.
- These are reasonable capture rates and would not adversely impact any existing rental housing in the area.

The proposed older person complex should experience an **absorption rate of approximately 8 to 10 units per month**, depending on the time of year the complex opens. **The absorption time period would be 5 to 7 months.**

Based on the current apartment occupancy trends in the Primary Market Area, the proposed apartment complex should achieve an **average stabilized occupancy of 97 percent.**

4. NET DEMAND, CAPTURE RATE AND STABILIZATION CALCULATIONS

Table 16.0 -- Capture Rate Analysis

Palmetto Capture Rate Analysis Chart

Income Limits	Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min - Max	Proposed Rents
50% AMI	1 BR	4	47	0	47	8.51%	3 mo.	\$778	\$17,310-\$31,200	\$475
	2 BR	4	142	0	142	2.82%	3 mo.	\$862		\$585
	3 BR	0	0	0	0	-				
	4 BR	0	0	0	0	-				
60% AMI	1 BR	8	57	0	57	14.04%	4 mo.	\$778	\$17,910-\$37,440	\$495
	2 BR	31	170	0	170	18.24%	7 mo.	\$862		\$590
	3 BR	0	0	0	0	-				
	4 BR	0	0	0	0	-				
TOTAL For Project	30%	0	0	0	0	-			\$17,310-\$31,200	
	50%	8	189	0	68	11.76%	5 mo.			
	60%	39	227	0	207	18.84%	7 mo.			
	Market	0	0	0	0	-				

Source: Calculations by Woods Research, Inc.

The absorption rate is dependent upon many criteria only some of which the developer/management has control over. These are:

1. The location of the development relative to services, i.e. shopping, restaurants, schools, medical care.
2. The location of the development relative to undesirable features of the neighborhood, i.e. road noise, traffic speed, visual aspects of nearby properties, unoccupied or abandoned homes/commercial properties, etc. (Before a complex is completed, changes can occur in the that may have a negative impact)
3. The location of the development relative to desirable features of the neighborhood, i.e. new shopping centers and other services, removal and renovation of neighborhood properties, new employers, etc. (Before an LIHTC complex is completed, changes can occur in the neighborhood that may have a positive impact)
4. The design of the development.
5. The overall appeal of the development including landscaping, buffers, entrance and exit capabilities, etc.
6. Amenities offered in the individual units and for the common areas.
7. The opening data of the development, i.e. spring, summer, fall or winter.
8. The overall economy of the surrounding area. (Before a LIHTC complex is completed, changes can occur in the employment that may impact lease-up)
9. Advertising, management availability for information and pre-leasing.
10. Marketing and management of the development. The first tenants can affect the image for a development.
11. Competing properties including other LIHTC properties in the area.
12. Similar properties being developed in the area.
13. Availability of HUD Section 8 certificates/vouchers.

G. SUPPLY ANALYSIS

Rental Housing Analysis – Heritage Trace Apartments

Woods Research, Inc. completed a survey/interview of all of the apartment complexes in the Primary Market Area in May 2012. This on-site survey was complemented by a follow-up telephone survey/interview. Most of the managers of the apartment complexes answered all of the questions relating to occupancy. Data was cross-referenced with information provided in various publications.

Included in the survey and analysis are all of the rental housing units in and near the Primary Market Area. Due to the limited number of apartments in the Primary Market Area several of the apartment complexes are outside of the PMA, but within easy drive distance to the subject property. Data for the complexes with similar rent and amenity packages to the subject property provides the most valuable information for this analysis.

Findings of the Woods Research, Inc. Market Survey

- A total of 13 apartment complexes are included in the Primary Market Area report.
- The rental housing market for all apartments in the Primary Market Area is strong. The overall market is experiencing 94.9 percent occupancy.
- The 13 apartment complexes contain a total of 2,146 rental units.
- Only two of the comparable apartment complexes in the PMA has a Section 42 allocation.
- There are no senior's properties in the PMA.
- No apartment complexes within the Primary Market Area are under construction at this time.
- The proposed senior's apartment complex is projected to have a total of 48 units. All units will have a Section 42 allocation. Eight units will be set-aside for tenants earning less than 50% of AMI and 39 units will be set-aside for units earning less than 60% of AMI.

Selected data on each apartment is shown on the List Report, Tables 5.1, 5.2, 5.3 and 5.4 with detailed data and a picture of each complex included.

Table 17.0-Summary of Findings of WRI Market Survey

Heritage Trace Apts. Subject Property (50% AMI)	1 BR	2 BR	3 BR	Total
Total # of Units	4	4	0	8
Total % of Units	50%	50%	0%	100%
Proposed 50% Rents	\$475	\$585	-	
Average Rent per Square Foot	\$0.61	\$0.53	-	-

Heritage Trace Apts. Subject Property (60% AMI)	1 BR	2 BR	3 BR	Total
Total # of Units	8	31	0	39
Total % of Units	21%	79%	0%	100%
Proposed 60% Rents	\$495	\$590	-	
Average Rent per Square Foot	\$0.63	\$0.53	-	-

There is one non-revenue manager unit.

All Complexes

# of Properties	13.0			
Total # of Units	540	1070	536	2146
Total % of Units	25%	50%	25%	100%
Avg. Rent	\$708	\$742	\$984	-
High Rent	\$1,018	\$1,200	\$1,425	-
Occupancy				94.9%

Occupancy excludes one project with low occupancy.

Conventional

# of Properties	7.0			
Total # of Units	456	819	386	1661
Total % of Units	27%	49%	23%	99%
Avg. Rent	\$778	\$862	\$1,030	-
Occupancy				95.1%

Section 42

# of Properties	2.0			
Total # of Units	50	160	130	340
Total % of Units	15%	47%	38%	100%
Avg. Rent	\$695	\$680	\$775	-
Occupancy				93.0%

Table 17.0-Summary of Findings of WRI Market Survey

		1 BR	2 BR	3 BR	Total
<i>RD-515</i>					
# of Properties	2.0				
Total # of Units		28	52	0	80
Total % of Units		35%	65%	0%	100%
Avg. Basic Rent		\$429	\$477	\$502	-
Avg. Market Rent		\$631	\$436	\$502	-
Occupancy					97.5%
<i>HUD/LRPH</i>					
# of Properties	2.0				
Total # of Units		6	39	20	65
Total % of Units		9%	60%	31%	100%
Avg. Rent		\$420	\$575	\$545	-
Occupancy					100.0%
<i>Senior's Complexes</i>					
# of Properties	0.0				

The projected rents are much lower than the market rents. As the table below indicates the rent advantage ranges from 31.55 to 36.38 percent for the 60 percent rents and 32.13 to 38.95 percent for the 50 percent rents.

	1-BR	2-BR	3-BR
HUD Fair Market Rents	\$757	\$842	\$1,025
Adjusted Market Rents	\$778	\$862	\$1,030
	1-BR	2-BR	3-BR
Projected 50% Rents	\$475	\$585	-
Projected 60% Rents	\$495	\$590	-
	1-BR	2-BR	3-BR
Projected 50% Rent Advantage	38.95%	32.13%	-
Projected 60% Rent Advantage	36.38%	31.55%	-

The following tables show the amenities for the subject property, the properties and the utilities paid by the tenants in each property. The subject property competes with the two Section 42 properties. The subject will be a new property for Older Persons, which is 55 and over. There are no senior's properties in or near the Primary Market Area.

The List Report shows abbreviated information for the subject and the existing properties. Table A shows the number of units by bedroom distribution, occupancy, age and condition of each property compared to the subject. Table B shows the rents compared to the subject. Table C shows the square footages compared to the subject and Table D shows the rent per square footage compared to the subject.

	Condition	Comm Room	Computer/Library	Exercise	Picnic	Playground	W&D	Sprinkler System	Pool
Proposed	N/A	Y	N	Y	Y	N	N	N	N
Palmetto Preserve	E	N	N	N	N	N	N	N	N
Pine Grove	G	N	N	N	N	Y	N	N	N
Carlton Ford	P	N	N	N	N	N	N	N	N
Orchard Springs	G	N	N	N	N	Y	N	N	N
Cambridge Faire	G	Y	N	Y	N	N	N	N	Y
Housing Authority	F	N	N	N	N	Y	N	N	N
Peachtree Landing	G	Y	Y	Y	Y	Y	N	N	Y
Harbor Lakes	G	Y	Y	Y	N	Y	N	N	Y
Concord Village	F	Y	N	N	N	Y	N	N	Y
Balmoral Village	G	Y	N	Y	N	Y	N	N	Y
Wisdom Woods	F	N	N	N	N	Y	N	N	N
Woodsmill	F	N	N	N	N	Y	N	N	N
Camden @ Peachtree	E	Y	Y	Y	N	N	N	N	Y

	Square Feet				Utilities Provided			Age
	1	2	3	4	Water	Sewer	Trash	
Proposed	779	1105	-	-	✓	✓	✓	New/Rehab
Palmetto Preserve	-	929	1,170	-	✓	✓	✓	1998
Pine Grove	650	850	-	-	✓	✓	✓	1987
Carlton Ford	-	1,000	-	-	-	-	✓	1985
Orchard Springs	794	1,119	1,335	-	-	-	✓	2003
Cambridge Faire	700	910	1,300	-	-	-	✓	2001
Housing Authority	550	700	950	1,000	✓	✓	✓	1960
Peachtree Landing	737	1,093	1,322	-	✓	✓	✓	2001
Harbor Lakes	806	1,143	1,435	-	-	-	✓	2004
Concord Village	-	1,028	1,224	1,386	-	-	✓	1995
Balmoral Village	662	1,045	1,310	-	-	-	✓	1989
Wisdom Woods	-	780	-	-	✓	✓	✓	1980s
Woodsmill	700	850	-	-	✓	✓	✓	1980s
Camden @ Peachtree	742	1,052	1,425	-	-	-	✓	2002

Apartment List Summary
Palmetto, GA

Map ID#	Complex			Studio		1BR		2BR		3BR		4BR	
				Low	High	Low	High	Low	High	Low	High	Low	High
	Heritage Trace Apts.	<i>Year Built</i> 2014	<i>Units</i>	0		12		35		0		0	
		<i>Condition</i>	<i>SqFt</i>			779	779	1,105	1,105				
	Palmetto	<i>Occupancy</i>	<i>Rent</i>			\$475	\$495	\$585	\$590				
		<i>Financing</i> Sec 42	<i>R/SF</i>			\$0.61	\$0.64	\$0.53	\$0.53				
	<i>Total Units:</i> 47	<i>Type</i> Elderly 55+											

Map ID#	Complex			Studio		1BR		2BR		3BR		4BR	
				Low	High	Low	High	Low	High	Low	High	Low	High
01		Palmetto Preserve 9100 Cascade Palmetto Hwy Palmetto, GA 30268 770-463-0800 <i>Total Units:</i> 120	<i>Year Built</i> 1998 <i>Condition</i> Excellent <i>Occupancy</i> 94.2% <i>Financing</i> Sec 42 <i>Type</i> Gen Occ	<i>Units</i>	0	0		40		80		0	
			<i>SqFt</i>					929		1,170			
			<i>Rent</i>					\$565		\$619			
			<i>R/SF</i>					\$0.61		\$0.53			
02		Pine Grove Apartments 600 Carlton Road Palmetto, GA 30268 770-463-2107 <i>Total Units:</i> 30	<i>Year Built</i> 1987 <i>Condition</i> Good <i>Occupancy</i> 93.3% <i>Financing</i> RHS 515 <i>Type</i> Gen Occ	<i>Units</i>	0	12		18		0		0	
			<i>SqFt</i>			650		850	950				
			<i>Rent</i>			\$428		\$468	\$488				
			<i>R/SF</i>			\$0.66		\$0.55	\$0.51				
03		Carlton Ford 600 Little Bear Rd Palmetto, GA 30268 770-597-6191 <i>Total Units:</i> 32	<i>Year Built</i> 1985 <i>Condition</i> Poor <i>Occupancy</i> 90.6% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	0		32		0		0	
			<i>SqFt</i>					1,000					
			<i>Rent</i>					\$499					
			<i>R/SF</i>					\$0.50					
04		Orchard Springs 5500 Oakley Boulevard Fairburn, GA 30213 770-306-7500 <i>Total Units:</i> 220	<i>Year Built</i> 2003 <i>Condition</i> Good <i>Occupancy</i> 91.8% <i>Financing</i> Sec 42 <i>Type</i> Gen Occ	<i>Units</i>	0	50		120		50		0	
			<i>SqFt</i>			794		1,119		1,335			
			<i>Rent</i>			\$695		\$795		\$930			
			<i>R/SF</i>			\$0.88		\$0.71		\$0.70			
05		Cambridge Faire 900 Meadow Glen Pkwy Fairburn, GA 30213 866-932-0073 <i>Total Units:</i> 208	<i>Year Built</i> 2001 <i>Condition</i> Good <i>Occupancy</i> 93.3% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	48		132		28		0	
			<i>SqFt</i>			700	820	910	1,130	1,300	1,360		
			<i>Rent</i>			\$685	\$715	\$750	\$820	\$950	\$1015		
			<i>R/SF</i>			\$0.98	\$0.87	\$0.82	\$0.73	\$0.73	\$0.75		
06		Palmetto Housing 152 Grant St Fairburn, GA 30213 770-969-7221 <i>Total Units:</i> 43	<i>Year Built</i> 1960 <i>Condition</i> Fair <i>Occupancy</i> 100.0% <i>Financing</i> LRPH <i>Type</i> Gen Occ	<i>Units</i>	0	6		17		15		5	
			<i>SqFt</i>			550		700		950		1,000	
			<i>Rent</i>			\$420		\$448		\$537		\$554	
			<i>R/SF</i>			\$0.76		\$0.64		\$0.57		\$0.55	
07		Peachtree Landing 7915 Senoia Rd Fairburn, GA 30213 770-964-0133 <i>Total Units:</i> 220	<i>Year Built</i> 2001 <i>Condition</i> Good <i>Occupancy</i> 93.6% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	72		108		40		0	
			<i>SqFt</i>			737	793	1,093	1,111	1,322	1,980		
			<i>Rent</i>			\$665	\$685	\$785	\$815	\$899	\$1199		
			<i>R/SF</i>			\$0.90	\$0.86	\$0.72	\$0.73	\$0.68	\$0.61		
08		Harbor Lakes 7305 Village Center Blvd Fairburn, GA 30213 770-306-8445 <i>Total Units:</i> 310	<i>Year Built</i> 2004 <i>Condition</i> Good <i>Occupancy</i> 72.3% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	93		155		62		0	
			<i>SqFt</i>			806	806	1,143	1,181	1,435	1,435		
			<i>Rent</i>			\$550	\$710	\$700	\$845	\$850	\$1000		
			<i>R/SF</i>			\$0.68	\$0.88	\$0.61	\$0.72	\$0.59	\$0.70		
09		Concord Village 100 Peachtree Station Circle Peachtree City, GA 30269 678-364-8300 <i>Total Units:</i> 180	<i>Year Built</i> 1995 <i>Condition</i> Fair <i>Occupancy</i> 95.0% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	0		20		72		88	
			<i>SqFt</i>					1,028		1,224	1,386	1,386	
			<i>Rent</i>					\$725		\$755	\$799	\$799	
			<i>R/SF</i>					\$0.71		\$0.62	\$0.54	\$0.58	
10		Balmoral Village 450 S. Peachtree Pkwy Peachtree City, GA 30269 770-631-3469 <i>Total Units:</i> 312	<i>Year Built</i> 1989 <i>Condition</i> Good <i>Occupancy</i> 96.5% <i>Financing</i> Conv <i>Type</i> Gen Occ	<i>Units</i>	0	110		156		46		0	
			<i>SqFt</i>			662	815	1,045	1,125	1,310	1,450		
			<i>Rent</i>			\$835	\$975	\$990	\$1030	\$1120	\$1135		
			<i>R/SF</i>			\$1.26	\$1.20	\$0.95	\$0.92	\$0.85	\$0.78		
11		Wisdom Woods 100 Wisdom Circle Peachtree City, GA 30269 770-487-2454 <i>Total Units:</i> 22	<i>Year Built</i> 1980's <i>Condition</i> Fair <i>Occupancy</i> 100.0% <i>Financing</i> HUD <i>Type</i> Gen Occ	<i>Units</i>	0	0		22		0		0	
			<i>SqFt</i>					780					
			<i>Rent</i>					\$702					
			<i>R/SF</i>					\$0.90					

Apartment List Summary
Palmetto, GA

Map ID#	Complex			Studio		1BR		2BR		3BR		4BR	
				Low	High	Low	High	Low	High	Low	High	Low	High
	Heritage Trace Apts.	Year Built	2014	0		12		35		0		0	
		Condition				779	779	1,105	1,105				
	Palmetto	Occupancy				\$475	\$495	\$585	\$590				
		Financing	Sec 42			\$0.61	\$0.64	\$0.53	\$0.53				
	Total Units:	47	Type										
			Elderly 55+										



Map ID#	Complex			Studio		1BR		2BR		3BR		4BR	
				Low	High	Low	High	Low	High	Low	High	Low	High
12		Woodsmill Apartments	Year Built	0		16		34		0		0	
		102 Wisdom Road	Condition			700	700	850	850				
		Peachtree City, GA 30269	Occupancy			\$430	\$631	\$485	\$383				
		770-487-1560	Financing			\$0.61	\$0.90	\$0.57	\$0.45				
		Total Units:	50										
			Type										
			Gen Occ										
13		Camden @ Peachtree City	Year Built	0		133		216		50		0	
		100 Merrick Drive	Condition			742	742	1,052	1,052	1,425	1,425		
		Peachtree City, GA 30269	Occupancy			\$946	\$1018	\$1024	\$1200	\$1262	\$1425		
		770-631-0905	Financing			\$1.27	\$1.37	\$0.97	\$1.14	\$0.89	\$1.00		
		Total Units:	399										
			Type										
			Gen Occ										

Table 5.1 - Unit Report
Palmetto, GA

Map ID#	Complex Name	Studio	1BR	2BR	3BR	4BR	TOTAL	Occ %	# Occ	Condition	Age	Fin	Asst
00	Heritage Trace Apts.	0	12	35	0	0	47		0		2014	Sec 42	None
Map ID#	Complex Name	Studio	1BR	2BR	3BR	4BR	TOTAL	Occ %	# Occ	Condition	Age	Fin	Asst
01	Palmetto Preserve	0	0	40	80	0	120	94.2%	113	Excellent	1998	Sec 42	None
02	Pine Grove Apartments	0	12	18	0	0	30	93.3%	28	Good	1987	RHS 515	None
03	Carlton Ford	0	0	32	0	0	32	90.6%	29	Poor	1985	Conv	None
04	Orchard Springs	0	50	120	50	0	220	91.8%	202	Good	2003	Sec 42	None
05	Cambridge Faire	0	48	132	28	0	208	93.3%	194	Good	2001	Conv	None
06	Palmetto Housing	0	6	17	15	5	43	100.0%	43	Fair	1960	LRPH	None
07	Peachtree Landing	0	72	108	40	0	220	93.6%	206	Good	2001	Conv	None
08	Harbor Lakes	0	93	155	62	0	310	72.3%	224	Good	2004	Conv	None
09	Concord Village	0	0	20	72	88	180	95.0%	171	Fair	1995	Conv	None
10	Balmoral Village	0	110	156	46	0	312	96.5%	301	Good	1989	Conv	None
11	Wisdom Woods	0	0	22	0	0	22	100.0%	22	Fair	1980's	HUD	None
12	Woodsmill Apartments	0	16	34	0	0	50	100.0%	50	Fair	1980's	RHS 515	None
13	Camden @ Peachtree City	0	133	216	50	0	399	96.2%	384	Excellent	2002	Conv	None
		0	540	1070	443	93	2146		1,967				

Table 5.2 - Rent Report
Palmetto, GA

Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High		
00	Heritage Trace Apts.			\$475	\$495	\$585	\$590					Elderly 55+	Sec 42
Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High		
01	Palmetto Preserve					\$565		\$619				1998	Sec 42
02	Pine Grove Apartments			\$428		\$468	\$488					1987	RHS 515
03	Carlton Ford					\$499						1985	Conv
04	Orchard Springs			\$695		\$795		\$930				2003	Sec 42
05	Cambridge Faire			\$685	\$715	\$750	\$820	\$950	\$1015			2001	Conv
06	Palmetto Housing			\$420		\$448		\$537		\$554		1960	LRPH
07	Peachtree Landing			\$665	\$685	\$785	\$815	\$899	\$1199			2001	Conv
08	Harbor Lakes			\$550	\$710	\$700	\$845	\$850	\$1000			2004	Conv
09	Concord Village					\$725		\$755	\$755	\$799		1995	Conv
10	Balmoral Village			\$835	\$975	\$990	\$1030	\$1120	\$1135			1989	Conv
11	Wisdom Woods					\$702						1980's	HUD
12	Woodsmill Apartments			\$430	\$631	\$485	\$383					1980's	RHS 515
13	Camden @ Peachtree			\$946	\$1018	\$1024	\$1200	\$1262	\$1425			2002	Conv
				\$628	\$789	\$687	\$797	\$880	\$1088	\$677			

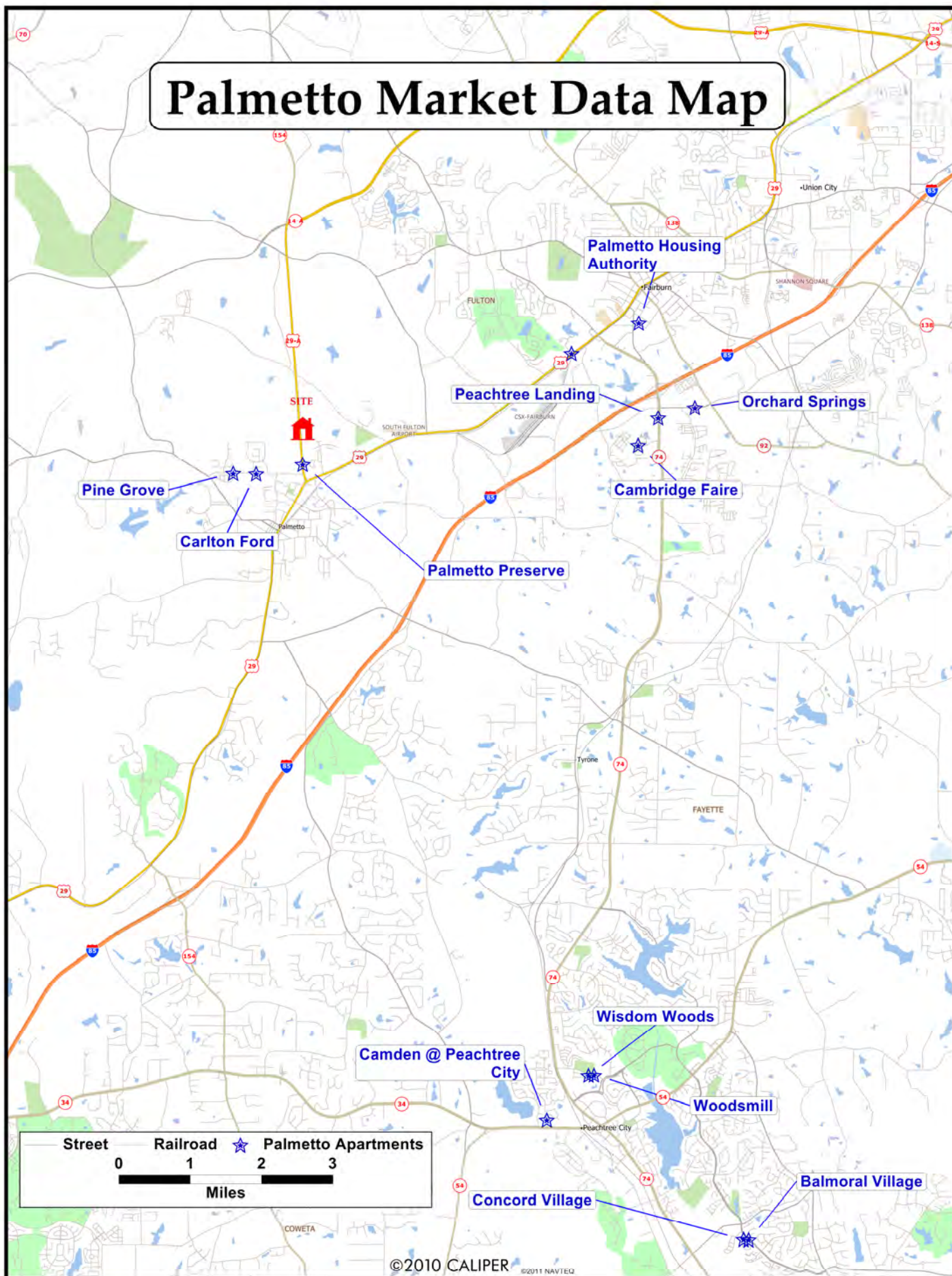
Table 5.3 - Sq. Ft. Report
Palmetto, GA

Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		% Occ	Condition	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High				
Heritage Trace Apts.															
				779	779	1,105	1,105							2014	Sec 42
Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		% Occ	Condition	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High				
01	Palmetto Preserve					929		1,170				94.2%	Excellent	1998	Sec 42
02	Pine Grove Apartments			650		850	950					93.3%	Good	1987	RHS 515
03	Carlton Ford					1,000						90.6%	Poor	1985	Conv
04	Orchard Springs			794		1,119		1,335				91.8%	Good	2003	Sec 42
05	Cambridge Faire			700	820	910	1,130	1,300	1,360			93.3%	Good	2001	Conv
06	Palmetto Housing Authority			550		700		950		1,000		100.0%	Fair	1960	LRPH
07	Peachtree Landing			737	793	1,093	1,111	1,322	1,980			93.6%	Good	2001	Conv
08	Harbor Lakes			806	806	1,143	1,181	1,435	1,435			72.3%	Good	2004	Conv
09	Concord Village					1,028		1,224	1,386	1,386		95.0%	Fair	1995	Conv
10	Balmoral Village			662	815	1,045	1,125	1,310	1,450			96.5%	Good	1989	Conv
11	Wisdom Woods					780						100.0%	Fair	1980's	HUD
12	Woodsmill Apartments			700	700	850	850					100.0%	Fair	1980's	RHS 515
13	Camden @ Peachtree City			742	742	1,052	1,052	1,425	1,425			96.2%	Excellent	2002	Conv

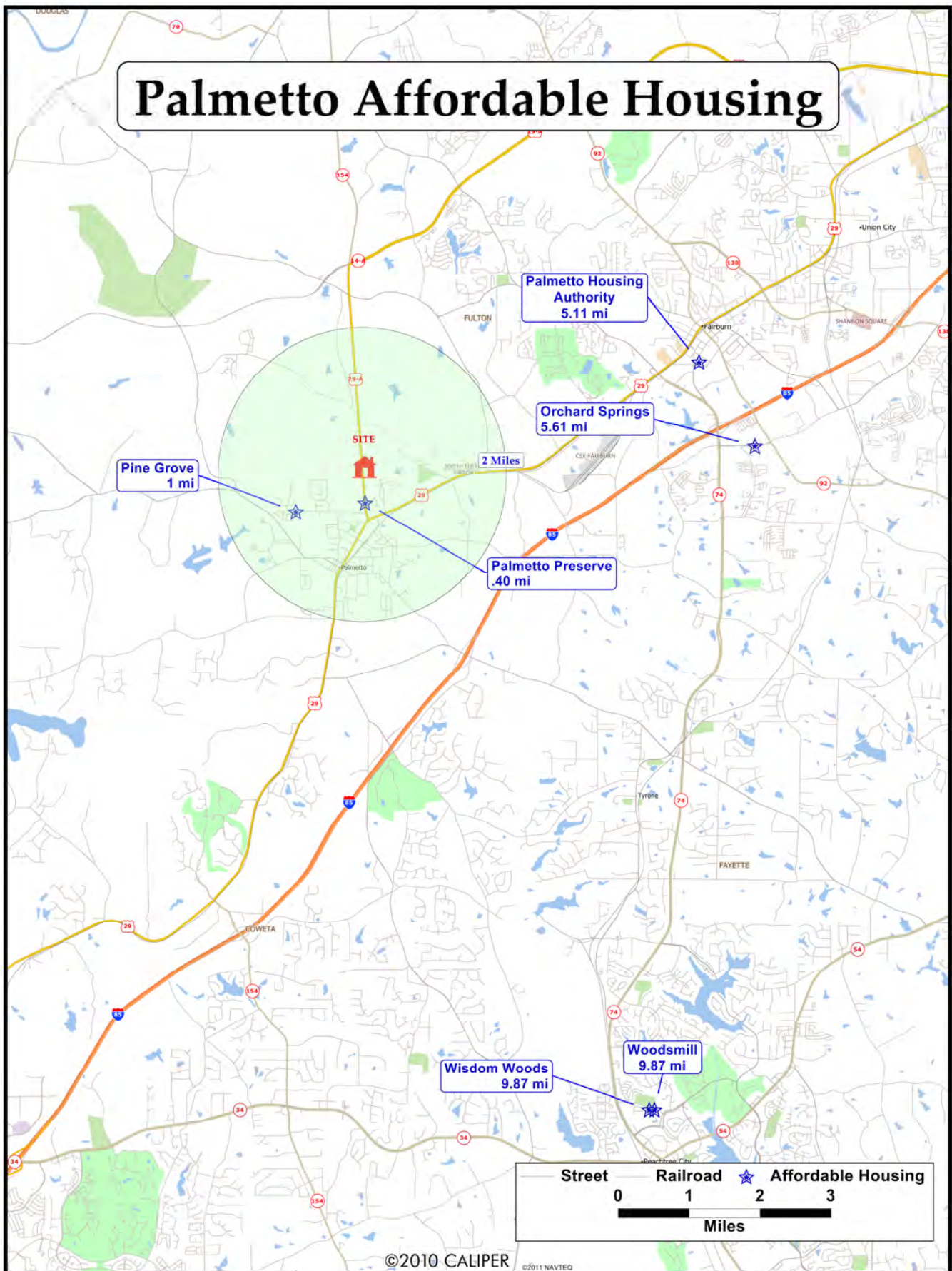
Table 5.4 - Rent Per Sq. Ft. Report
Palmetto, GA

Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		% Occ	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High			
	Heritage Trace Apts.			\$0.61	\$0.64	\$0.53	\$0.53						2014	Sec 42
Map ID#	Complex Name	Studio		1BR		2BR		3BR		4BR		% Occ	Age	Fin
		Low	High	Low	High	Low	High	Low	High	Low	High			
01	Palmetto Preserve					\$0.61		\$0.53				94.2%	1998	Sec 42
02	Pine Grove Apartments			\$0.66		\$0.55	\$0.51					93.3%	1987	RHS 515
03	Carlton Ford					\$0.50						90.6%	1985	Conv
04	Orchard Springs			\$0.88		\$0.71		\$0.70				91.8%	2003	Sec 42
05	Cambridge Faire			\$0.98	\$0.87	\$0.82	\$0.73	\$0.73	\$0.75			93.3%	2001	Conv
06	Palmetto Housing Authority			\$0.76		\$0.64		\$0.57		\$0.55		100.0%	1960	LRPB
07	Peachtree Landing			\$0.90	\$0.86	\$0.72	\$0.73	\$0.68	\$0.61			93.6%	2001	Conv
08	Harbor Lakes			\$0.68	\$0.88	\$0.61	\$0.72	\$0.59	\$0.70			72.3%	2004	Conv
09	Concord Village					\$0.71		\$0.62	\$0.54	\$0.58		95.0%	1995	Conv
10	Balmoral Village			\$1.26	\$1.20	\$0.95	\$0.92	\$0.85	\$0.78			96.5%	1989	Conv
11	Wisdom Woods					\$0.90						100.0%	1980's	HUD
12	Woodsmill Apartments			\$0.61	\$0.90	\$0.57	\$0.45					100.0%	1980's	RHS 515
13	Camden @ Peachtree City			\$1.27	\$1.37	\$0.97	\$1.14	\$0.89	\$1.00			96.2%	2002	Conv
				\$0.89	\$1.01	\$0.71	\$0.74	\$0.68	\$0.73	\$0.57				

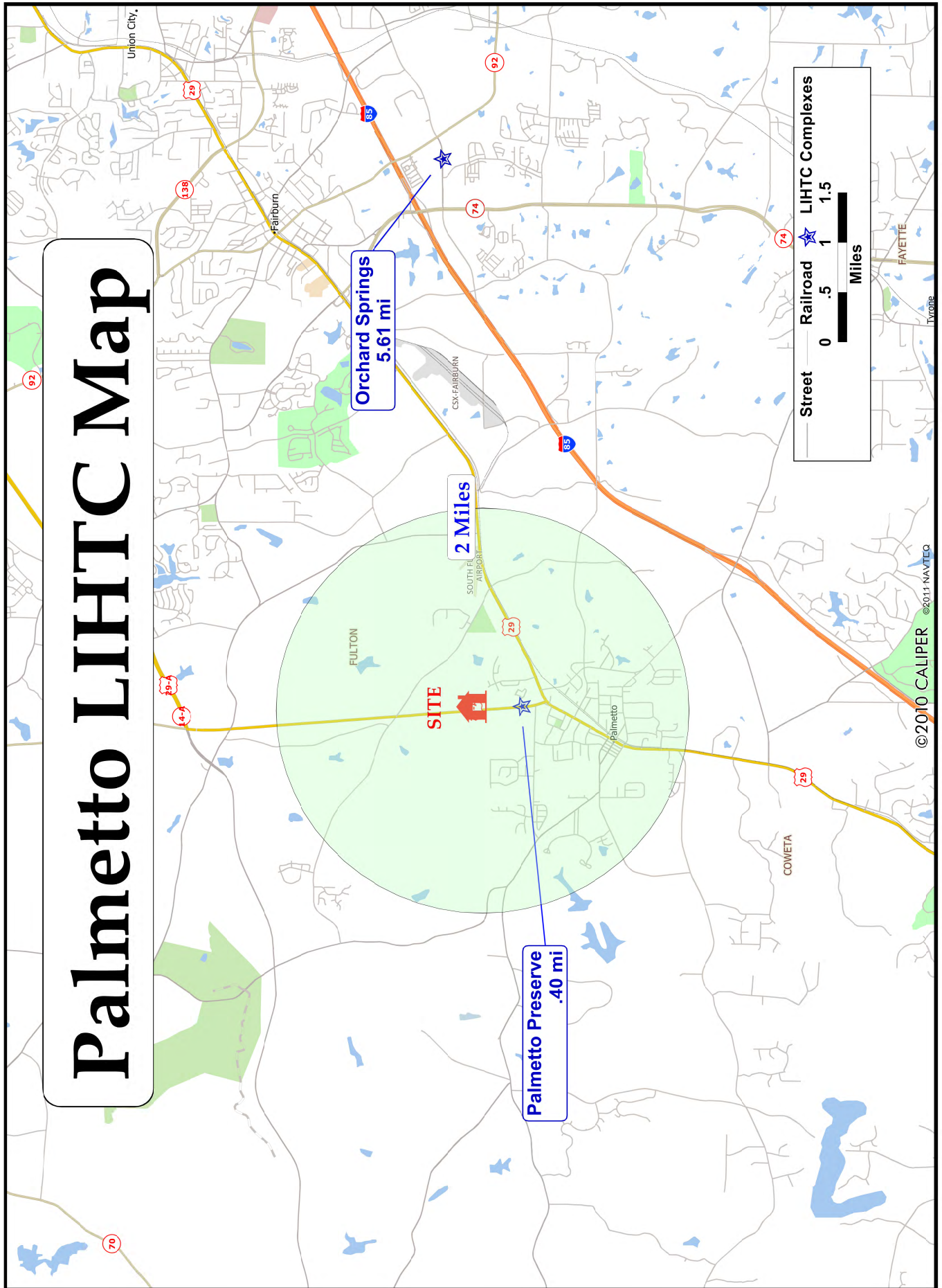
Palmetto Market Data Map



Palmetto Affordable Housing



Palmetto LIHTC Map



H. INTERVIEWS

Interviews were conducted with personnel at the Northwest Georgia Joint Development Authority, Chamber of Commerce, Georgia Regional Office and apartment owners and managers.

The Housing Choice Vouchers in Georgia are typically administered by one of the three regional offices of the GA DCA. On some occasions, counties are highly populated enough to administer their own vouchers. Palmetto receives vouchers from the Housing Authority of Fulton County (HAFC). There are over 1,000 vouchers available for use in Fulton County. The waiting list for these vouchers is currently closed and has over 200 families waiting.

The Palmetto Housing Authority operates 53 units of Low Rent Public Housing scattered throughout the cities of Palmetto and Fairburn. All of these units are currently occupied and the waiting list is over five years long.

I. CONCLUSIONS AND RECOMMENDATIONS

The proposed project should be awarded an Allocation of Section 42 Low Income Housing Tax Credits based on the following:

- A review of the proposed project
- A review of the proposed site relative to services
- The current occupancy levels at existing comparable apartment complexes
- The state of the local economy
- Current and projected demographic trends
- Current and projected household income trends

The Executive Summary highlights and supports all of the above items.

The development of the proposed subject property, Heritage Trace Apartments, should proceed as planned—the affordable properties in the Primary Market Area operate at *** percent occupancy.

The proposed rents should be achievable in this market and are very competitive with the existing LIHTC apartment complex rents and are substantially lower than the market rate rents.

The development of the subject property, Heritage Trace Apartments, will not adversely impact current rental housing in the Primary Market Area.

J. SIGNED STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property and that the information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

C. Jennings Woods
Site Analyst

Palmetto Preserve

9100 Cascade Palmetto Hwy

Palmetto, GA 30268

770-463-0800

Map ID# 01

Manager Charnell

Year Built 1998

Condition Excellent

Total Units 120

Occupancy 94.2%

Occupied Units 113

Waiting List None.

Financing Sec 42

Assistance None

Tenant Type Gen Occ

Security Deposit \$200

Pets/Fee Yes \$200

Tenant-Paid
Utilities Electric**Amenities**

Laundry room, W/D hookups, Pool, Patio/balcony, Basketball court, Tennis court, Dishwasher, Disposal

Concessions

1/2 off first month rent.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	0						
2BR	40		2	929	\$565	\$0.61	2
3BR	80		2	1,170	\$619	\$0.53	5
4BR	0						

 Comments 120 Total Units

SURVEY DATE- 4-26-12

10% of units have Housing Choice vouchers. Listed rents are 50%.

Pine Grove Apartments

600 Carlton Road

Palmetto, GA 30268

770-463-2107

Map ID# 02

Manager Susan

Year Built 1987

Condition Good

Total Units 30

Occupancy 93.3%

Occupied Units 28

Waiting List Yes, short.

Financing RHS 515

Assistance None

Tenant Type Gen Occ

Security Deposit Same as Rent

Pets/Fee No

Tenant-Paid
Utilities Electric**Amenities**

W/D hookups, Storage room, Patio/balcony, Playground

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	12		1	650	\$428	\$0.66	1
2BR	18	Garden	1	850	\$468	\$0.55	1
		TH	1	950	\$488	\$0.51	
3BR	0						
4BR	0						

Comments **30** Total Units

SURVEY DATE- 5-30-12

Listed rents are basic. Market rates: 1BR-\$603, 2BR Flat-\$648, 2BR TH-\$693.

Carlton Ford

600 Little Bear Rd
 Palmetto, GA 30268
 770-597-6191

Map ID# 03

Manager Jane

Year Built 1985

Condition Poor

Total Units 32

Occupancy 90.6%

Occupied Units 29

Waiting List None

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$300

Pets/Fee Yes 100

Tenant-Paid Utilities Water, Sewer, Electric, Gas

**Amenities**

Dishwasher, W/D hookups, Storage room, Patio/balcony, Eat-in kitchen.

Concessions

1 month free with a 12 month lease.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	0						
2BR	32		1	1,000	\$499	\$0.50	3
3BR	0						
4BR	0						

Comments **32** **Total Units**

SURVEY DATE- 5-29-12

Occupancy estimated based on manager comments.

Orchard Springs

5500 Oakley Boulevard

Fairburn, GA 30213

770-306-7500

Map ID# 04

Manager Kiva

Year Built 2003

Condition Good

Total Units 220

Occupancy 91.8%

Occupied Units 202

Waiting List None.

Financing Sec 42

Assistance None

Tenant Type Gen Occ

Security Deposit \$350

Pets/Fee No

Tenant-Paid Utilities Electric, Water, Sewer

**Amenities**

Gated access, Security system, W/D hookups, Playground

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	50		1	794	\$695	\$0.88	3
2BR	120		2	1,119	\$795	\$0.71	9
3BR	50		2	1,335	\$930	\$0.70	6
4BR	0						

Comments **220** Total Units

SURVEY DATE- 4-26-12

Two units non-revenue.

Cambridge Faire

900 Meadow Glen Pkwy

Fairburn, GA 30213

866-932-0073

Map ID# 05

Manager Jessica

Year Built 2001

Condition Good

Total Units 208

Occupancy 93.3%

Occupied Units 194

Waiting List None.

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$99 - 2 mo. rent BOC

Pets/Fee Yes \$300+\$150

Tenant-Paid Utilities Water, Sewer, Electric

**Amenities**

Gated access, Tennis court, Pool, Clubhouse, Fitness center, Laundry room, Disposal, W/D hookups, Dog park, corporate apartments available, picnic area w/ charcoal grills, car care center

Concessions

Never runs specials.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	48		1	700	\$685	\$0.98	1
			1	820	\$715	\$0.87	
2BR	48		1	910	\$750	\$0.82	10
	84		2	1,130	\$820	\$0.73	2
3BR	28		2	1,300	\$950	\$0.73	1
			2	1,360	\$1,015	\$0.75	
4BR	0						

Comments **208** Total Units

SURVEY DATE- 5-29-12

Palmetto Housing Authority

152 Grant St

Fairburn, GA 30213

770-969-7221

Map ID# 06

Manager Aziz

Year Built 1960

Condition Fair

Total Units 43

Occupancy 100.0%

Occupied Units 43

Waiting List Yes, over 5 yrs long.

Financing LRPB

Assistance None

Tenant Type Gen Occ

Security Deposit \$200

Pets/Fee Yes \$250

Tenant-Paid
Utilities Electric, Gas**Amenities**

W/D hookups, Playground

Concessions

None

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	6		1	550	\$420	\$0.76	0
2BR	17		1	700	\$448	\$0.64	0
3BR	15		1	950	\$537	\$0.57	0
4BR	5		1	1,000	\$554	\$0.55	0

Comments **43** Total Units

SURVEY DATE- 5-30-12

Scattered Sites across Palmetto and Fairburn. Duplexes in Palmetto on Griffith Dr, Virginia Ave, Park St, Menefee St, Dey St, Church St, and Beckman St. In Fairburn on Grant, Chestnut, Claton, Pine, Orme and Orchard Streets. Square footages estimated.

Peachtree Landing

7915 Senoia Rd

Fairburn, GA 30213

770-964-0133

Map ID# 07

Manager Beverly

Year Built 2001

Condition Good

Total Units 220

Occupancy 93.6%

Occupied Units 206

Waiting List None

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$0-\$550

Pets/Fee Yes \$300

Tenant-Paid
Utilities Electric**Amenities**

Pool, Playground, Business center, Laundry room, Patio/balcony, Garage, Fitness center, Clubhouse, W/D hookups, Gated access, Dishwasher, Ceiling fan, Picnic area with grills.

Concessions

None

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	72		1	737	\$665	\$0.90	5
			1	793	\$685	\$0.86	
2BR	108		2	1,093	\$785	\$0.72	7
			2	1,111	\$815	\$0.73	
3BR	40		2	1,322	\$899	\$0.68	2
			2.5	1,980	\$1,199	\$0.61	
4BR	0						

Comments **220** Total Units

SURVEY DATE- 6-1-12

Large conventional complex.

Harbor Lakes

7305 Village Center Blvd

Fairburn, GA 30213

770-306-8445

Map ID# 08

Manager Cathy

Year Built 2004

Condition Good

Total Units 310

Occupancy 72.3%

Occupied Units 224

Waiting List None

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$150

Pets/Fee Yes \$300-\$500

Tenant-Paid
Utilities Water, Sewer, Electric**Amenities**

Pool, Gated access, Business center, Playground, Laundry room, Fitness center, Clubhouse, W/D hookups, Storage room, Fireplace, Garage, Patio/balcony, Some screened in patios, Car Care Center, Putting Green, Indoor pool, Spa

Concessions

Listed low rents are specials.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	93		1	806	\$550	\$0.68	28
			1	806	\$710	\$0.88	
2BR	155		2	1,143	\$700	\$0.61	42
			2	1,181	\$845	\$0.72	
3BR	62		2	1,435	\$850	\$0.59	16
			2	1,435	\$1,000	\$0.70	
4BR	0						

Comments **310** Total Units

SURVEY DATE- 5-29-12

Total vacancies estimated over BR sizes. Manager estimated overall occupancy at 72%. Unit mix estimated. New management has evicted some tenants and are now re-renting the property.

Concord Village

100 Peachtree Station Circle

Peachtree City, GA 30269

678-364-8300

Map ID# 09

Manager Terry

Year Built 1995

Condition Fair

Total Units 180

Occupancy 95.0%

Occupied Units 171

Waiting List None.

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$300-\$500 BOC

Pets/Fee Yes \$300

Tenant-Paid Utilities Electric, Water, Sewer

**Amenities**

Pool, Dishwasher, Disposal, W/D hookups, Storage room, Playground, Patio/balcony, Basketball court, Clubhouse, Laundry room, Free after school program

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	0						
2BR	20	60%	1.5	1,028	\$725	\$0.71	1
3BR	60	60%	2	1,224	\$755	\$0.62	3
	12	60%	2	1,386	\$755	\$0.54	
4BR	88	60%	2	1,386	\$799	\$0.58	5

Comments **180** Total Units

SURVEY DATE- 4-24-12

Previously named Harmony Village. Adjacent to Balmoral Village.

Balmoral Village

450 S. Peachtree Pkwy

Peachtree City, GA 30269

770-631-3469

Map ID# 10

Manager Ava

Year Built 1989

Condition Good

Total Units 312

Occupancy 96.5%

Occupied Units 301

Waiting List None

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$100 / \$87.50

Pets/Fee Yes \$300

Tenant-Paid Utilities Water, Sewer, Electric, Gas

**Amenities**

W/D hookups, Pool, Playground, Fitness center, Clubhouse, Tennis court, Laundry room, Dishwasher, Disposal, Microwave, Ceiling fan, Patio/balcony, Fireplace, Car Care Center, Dog Park

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	110		1	662	\$835	\$1.26	8
			1	815	\$975	\$1.20	
2BR	156		2	1,045	\$990	\$0.95	0
			2	1,125	\$1,030	\$0.92	
3BR	46		2	1,310	\$1,120	\$0.85	3
			2.5	1,450	\$1,135	\$0.78	
4BR	0						

Comments **312** Total Units

SURVEY DATE- 6-1-12

Large, older conventional complex. Adjacent to Concord Village.

Wisdom Woods

100 Wisdom Circle

Peachtree City, GA 30269

770-487-2454

Map ID# 11

Manager Vickie

Year Built 1980's

Condition Fair

Total Units 22

Occupancy 100.0%

Occupied Units 22

Waiting List Yes, 2 years.

Financing HUD

Assistance None

Tenant Type Gen Occ

Security Deposit \$BOI

Pets/Fee No

Tenant-Paid
Utilities Electric, Gas**Amenities**

Storage room, W/D hookups, Playground

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	0						
2BR	22	C	1	780	\$702	\$0.90	0
3BR	0						
4BR	0						

 Comments 22 Total Units

SURVEY DATE- 4-24-12

Very long waiting list. All rents based on income, listed rents are contract.

Woodsmill Apartments

102 Wisdom Road

Peachtree City, GA 30269

770-487-1560

Map ID# 12

Manager Pebble

Year Built 1980's

Condition Fair

Total Units 50

Occupancy 100.0%

Occupied Units 50

Waiting List Yes, long

Financing RHS 515

Assistance None

Tenant Type Gen Occ

Security Deposit \$150

Pets/Fee No

Tenant-Paid
Utilities Electric**Amenities**

W/D hookups, Playground

Concessions

None

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	16	B	1	700	\$430	\$0.61	0
		M	1	700	\$631	\$0.90	
2BR	34	B	1	850	\$485	\$0.57	0
		M	1	850	\$383	\$0.45	
3BR	0						
4BR	0						

Comments **50** Total Units

SURVEY DATE- 4-24-12

Listed rents are Basic and Market. Square footage estimated.

Camden @ Peachtree City

100 Merrick Drive

Peachtree City, GA 30269

770-631-0905

Map ID# 13

Manager Todd

Year Built 2002

Condition Excellent

Total Units 399

Occupancy 96.2%

Occupied Units 384

Waiting List None.

Financing Conv

Assistance None

Tenant Type Gen Occ

Security Deposit \$0 - 1 mo. rent BOC

Pets/Fee Yes \$250

Tenant-Paid Utilities Water, Sewer, Electric

**Amenities**

Patio/balcony, W/D, Ceiling fan, Pool, Fitness center, Clubhouse, Business center, Fireplace, Tennis court, Car wash, cable included,

Concessions

None.

	Units	Set-Asides	Baths	SqFt	Rent	Rent/SqFt	Vacant
Studio	0						
1BR	133		1	742	\$946	\$1.27	5
			1	742	\$1,018	\$1.37	
2BR	216		2	1,052	\$1,024	\$0.97	8
			2	1,052	\$1,200	\$1.14	
3BR	50		2	1,425	\$1,262	\$0.89	2
			2	1,425	\$1,425	\$1.00	
4BR	0						

Comments **399** Total Units

SURVEY DATE- 4-26-12

Large upscale market rate complex.

CERTIFICATION

I/we affirm that I/we have made a physical inspection of the market area and that the information obtained has been used in the full assessment of the need and demand for new rental units. (Someone that is employed in a regular and going capacity by Woods Research, Inc. has made a physical inspection of the community.)

I/we certify that the conclusions drawn in this market study are an accurate analysis of the information that was available at the time this report was prepared. I/we do not assume responsibility for the accurateness of the information sources used. This report may not be used for any purpose other than as supporting documentation for the proposed activities that are addressed.

I/we further certify that there is no identity of interest between myself/ourselves, or the firm of Woods Research, Inc., and the client for which the market demand analysis has been prepared. No payments are contingent on the development/construction of the proposed project, and I/we will have no direct financial interest in the project if it is constructed.

Due to our consulting work with state housing agencies, lenders, and syndicators we may, from time to time, be involved in later phases of a project on which we prepared a market study. Examples of such work are follow-up market analyses, compliance monitoring for the Low-Income Housing Tax Credit Program, and ongoing property inspections of existing properties.

James M. Woods
President

Woods Research, Inc.
5209 Trenholm Road
Columbia, SC 29206

Tel (803) 782-7700
Fax (803) 782-2007
Email WoodsResearch@AOL.com

Assumptions and Limited Conditions

The demand estimate expressed in this report is predicted upon certain general and specific conditions and assumptions, which may or may not have any effect upon the demand for the proposed subject property.

1. No responsibility is assumed for matters legal in nature, nor is any opinion rendered as to title, which is assumed to be good and marketable. Normal utility easements are assumed to exist.
2. Certain information in this market analysis has been furnished by others. The sources and information are considered to be reliable, but cannot be guaranteed,
3. The market analyst is not obligated to give testimony of any kind nor appear in any court as a result of having completed this market analysis, unless arrangements to that effect were made prior to the initiation of the market analysis assignment.
4. The market analyst is not qualified to determine the existence of any potentially hazardous materials on or in the site.
5. The demand estimate expressed herein assumes competent and aggressive management and marketing of the subject property. The contents of this market analysis are for limited private use only. It is assumed that the client has provided to WRI accurate information concerning the proposed project.
6. The market analysis is predicated upon the completion of the subject in accordance with the original plans and specifications, with quality materials and in a timely and workmanlike manner.
7. The demand is subject to change with market changes over time. Such changes are highly related to supply and demand. The demand estimate considers the productivity and relative attractiveness of the property in the marketplace. The market is dynamic and may naturally change over time.
8. Liability of the WRI and its employees is limited to the fee collected for preparation of this market analysis. There is no accountability or liability to any third party. The fee for this market analysis is for the service rendered and not for the time spent on the physical report. Acceptance of, and/or use of, this market analysis constitute acceptance of the above conditions.

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WOODS RESEARCH, INC.

Woods Research, Inc. was founded in 1981 by James M. Woods to serve clients in the area of real estate development. The company specializes in preparing market studies for multi-family housing proposals, which include but is not limited to, Section 42 LIHTC, tax exempt bond issue, HUD 221 d4, HOPE VI, RHS 515, seniors housing, market rate projects, condominiums and "for sale" housing. WRI prepares market studies for new construction, acquisition/rehab, and historic rehab. The market studies provide supporting documentation for federal grants and loans, private lender financing, public and private placement syndications, and in-house decision making.

Clients include real estate development corporations and partnerships, financial institutions, syndication firms, government agencies, real estate agencies and appraisers, colleges, hospitals, and churches. Client references are available upon request.

Woods Property Inspection Division has been providing property inspections of residential properties since 1991. Our major emphasis is due diligence asset management inspections for Section 42 properties.

MEMBERSHIPS

National Council for State Housing Agencies
National Housing & Rehabilitation Association
National Council of Affordable Housing Market Analysis
Council for Affordable and Rural Housing
Carolina's Council for Affordable and Rural Housing

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WoodsResearch@AOL.com

JAMES M. WOODS

EXPERIENCE

1981-present Woods Research, Inc. Columbia, SC

President

- Founded Woods Research, Inc. in 1981
- Supervises all the operations of the company including site and field surveys, primary and secondary data analyses, market/trade area definitions and demand methodologies
- Assists clients with project proposals
- Prepares company bid proposals
- Performs site and field surveys to supplement field staff
- Markets the company at state, regional and national meetings
- Supervises the operation of Woods Property Inspection Division

1978-1981 Catawba Regional Planning Council Rock Hill, SC

Director of Rural Development

- Supervised planning personnel
- Assisted local governments with planning and grant proposals
- Met with business community leaders, citizens groups and government officials concerning grant proposals and project planning
- Developed a regional social services transportation program under a federal grant
- Administered the rural planning development grant program

1975-1978 Richland County Columbia, SC

Community Development Director

- Supervised the county Community Development Block Grant program
- Prepared grants for Richland County (population 250,000)
- Assisted with economic, health and art programs for the county

1969-1972 United States Navy Norfolk, VA

- Tours aboard the USS America in Vietnam and Europe

EDUCATION

University of South Carolina Columbia, SC

- Master of Public Administration, 1977
- B.A. in Public Administration, 1975

APPRAISAL COURSES

Appraisal Institute

- 110 Appraisal Principals, December 1994
- 120 Appraisal Procedures, December 1994
- 410 Standards of Professional Practice Part A, December 1994
- 310 Basic Income Capitalization, October 1995
- 520 Highest and Best Use and Market Analysis, October 1995

SEMINARS

- Spectrum STAR Management Certification
- Spectrum LIHTC Seminar
- Spectrum ADA and Section 504 Seminar
- HUD Multi-Family Accelerated Processing Seminar
- HomeTech Inspection Seminar
- TheoPRO Seminar
- Housing Credit Certified Professional exam administered by the National Association of Home Builders

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CATHERINE G. WOODS

EXPERIENCE

1988-present Woods Research, Inc. Columbia, SC

Vice President

- Plans and coordinates the preparation of market studies
- Analyzes demographic and field data
- Prepares market study reports
- Performs site and field surveys to supplement field staff
- Performs budget and accounting functions
- Develops automated systems for data collection and reporting

1981-1987 SCANA/SCE&G Columbia, SC

Supervisor Internal Projects

- Supervised programmer analysts in planning, designing and implementing computer application systems
- Developed departmental plans and budgets

Senior Program Analyst

- Designed and implemented computer application systems
- Installed and implemented vendor software applications
- Wrote instructional manuals for end users

1979-1980 J.P. Stevens and Company Charlotte, NC

Computer Programmer Analyst

- Developed program specifications
- Supervised program and systems testing

1975-1978 SCE&G Columbia, SC

Computer Programmer

- Developed and tested computer applications systems

EDUCATION

University of South Carolina Columbia, SC

- B.S. in Computer Science, 1975
- Graduate courses in Business Administration, 1978-1980

SEMINARS

- Spectrum STAR Management Certification
- Spectrum LIHTC Seminar
- Fair Housing / ADA / Section 504 Seminar
- HUD Multi-Family Accelerated Processing Seminar
- HomeTech Inspection Seminar
- TheoPRO Seminar
- Housing Credit Certified Professional exam administered by the National Association of Home Builders
- National Council of Affordable Housing Market Analyst Seminars

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C. JENNINGS WOODS

EXPERIENCE

1997-present Woods Research, Inc. Columbia, SC

Site Analyst

- Performs site analyses and apartment surveys
- Meets/interviews local government, chamber of commerce, economic development personnel and apartment managers
- Obtains research materials from libraries, websites and data services
- Archives market study reports for offsite backup

2000-2002 College of Charleston Charleston, SC

Internship

- Set up an archive retrieval database for photographs of the Hunley submarine archeological project
- Assisted lead archeologist on the Hunley project
- Assisted photographers and journalists documenting the Hunley project
- Assisted students with research at the college library

EDUCATION

College of Charleston Charleston, SC

- B.S. in Anthropology, 2002, with minors in African Studies and African-American Studies

University of South Carolina Columbia, SC

- M.S. in Journalism and Mass Communications, 2004

SEMINARS

- LIHTC Seminar
- TheoPRO Seminar
- Housing Credit Certified Professional exam administered by the National Association of Home Builders

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JOHN B. WOODS

EXPERIENCE

1998-present Woods Research, Inc. Columbia, SC
Site Analyst

- Performs site analyses and apartment surveys
- Meets/interviews local government, chamber of commerce, economic development personnel and apartment managers
- Performs property inspections and compliance reviews for Woods Property Inspection Division

1986-1998 Langer and Associates, Inc. Charlotte, NC
Vice President/part Owner

- Supervised the daily operations of the company
- Performed property inspection and premium audits for insurance carriers to insure compliance with regulations

1984-1986 Gay & Taylor, Inc. Winston-Salem, NC
Vice-President of Operations

- Supervised the merger of two company field staffs into one with over 700 employees in 30 states
- Supervised the daily operations of the company

1973-1984 Seibels Bruce Group, Inc. Columbia, SC
Assistant Vice-President, Claims Manager

- Investigated, evaluated and settled property claims
- Established and managed claims offices in 13 states with over 200 employees

EDUCATION

University of South Carolina, 1964 Columbia, SC
Insurance Institute of America

SEMINARS

- Spectrum LIHTC Seminar
- LIHTC – Elizabeth Moreland seminar
- LIHTC certification–GA Department of Community Affairs
- Fair Housing/ ADA/Section 504 Seminar
- National Council of Affordable Housing Market Analyst Seminars

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INFORMATION SOURCES

2010 Census of Population and Housing, Summary, U.S. Department of Commerce, Bureau of the Census.

2000 Census of Population and Housing, Summary Tape File 1A/3A, U.S. Department of Commerce, Bureau of the Census.

Housing Units Authorized by Building Permits and Public Contracts: Annual 2000-2011, (C-40 Construction Reports), U.S. Department of Commerce, Bureau of the Census.

The 2011 Sourcebook of County Demographics, CACI Marketing Systems.

2011 Income Limits for Low-Income and Very Low-Income Families, Housing Act of 1937, U.S. Department of Housing and Urban Development.

2011 Fair Market Rents for Housing Choice Voucher Program and Moderate Rehab SRO Fiscal Year 2007, U.S. Department of Housing and Urban Development.

Labor and wage data, Bureau of Labor Statistics Data, U.S. Department of Labor.

Selected Reports from Catalyst Connect, Nielson Claritas.

DeLorme Mapping System.

Various publications from Chambers of Commerce, Economic Development Offices, County Offices, City Halls and Planning Offices.

Interviews with personnel from Chambers of Commerce, Economic Development Offices, the County Offices, City Halls and Planning Offices.

U.S. Census Bureau, U.S. Department of Labor, HUD, Chamber of Commerce, Economic Development and Community-related web sites.

Interviews with Apartment Managers, Management Companies, and Housing Authority offices.

State Employment Office.

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NCAHMA MEMBER CERTIFICATION

This market study has been prepared by **Woods Research, Inc.**, a member in good standing of the National Council of Affordable Housing Market Analysts (NCAHMA). This study has been prepared in conformance with the standards adopted by NCAHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms Used in Market Studies for Affordable Housing Projects*, and *Model Content Standards for the Content of Market Studies for Affordable Housing Projects*. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Affordable Housing Market Analysts.

Woods Research, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in the National Council of Affordable Housing Market Analysts (NCAHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. **Woods Research, Inc.** is an independent market analyst. No principal or employee of **Woods Research, Inc.** has any financial interest whatsoever in the development for which this analysis has been undertaken.

*While the document specifies "**Woods Research, Inc.**" the certification is always signed by the individual completing the study and attesting to the certification.*

(NOTE: Information on the National Council of Affordable Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting www.housingonline.com)

Certificate of Professional Designation

This certificate verifies that

James Woods
Woods Research, Inc.

*Has completed NCAHMA's Professional Designation Requirements
and is hence an approved member in good standing of:*



National Council of Affordable Housing Market Analysts
1400 16th St. NW, Suite 420
Washington, DC 200036
(202) 939-1750

Designation Term
10/1/2010 to 9/30/2011



Thomas Amdur
Executive Director, NCAHMA

Certificate of Continuing Education

James Woods

In recognition of the completion of the course entitled:

2011 Affordable Housing Policy & Underwriting Forum

Date(s): April 27-28, 2011
Location: Washington, DC
CPE: 10.2 Classroom Hours
In accordance with the standards of the National Registry of the CPE Sponsors, CPE credits have been granted based on a 50-minute hour.
Area of Study: Taxation
Delivery Method: Group-Live

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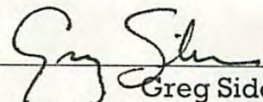
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& Rehabilitation
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Greg Sidorov

National Housing & Rehabilitation Association
Signature of Person Responsible for
Administration of Continuing Education

Certificate of Continuing Education

Charles Woods

In recognition of the completion of the course entitled:

2011 Affordable Housing Policy & Underwriting Forum

Date(s): April 27-28, 2011
Location: Washington, DC
CPE: 10.2 Classroom Hours
In accordance with the standards of the National Registry of the CPE Sponsors, CPE credits have been granted based on a 50-minute hour.
Area of Study: Taxation
Delivery Method: Group-Live

Sponsored By:



National Council of
Affordable Housing
Market Analysts

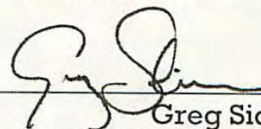
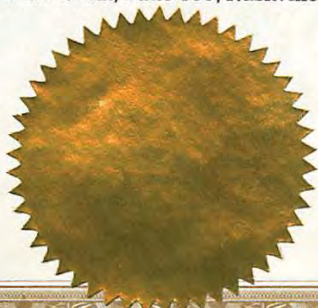
an affiliate of the
National Housing &
Rehabilitation Association

National Housing
& Rehabilitation
Association



National Housing & Rehabilitation Association and
National Council of Affordable Housing Market Analysts
1400 16th St. NW, Suite 420
Washington, DC 200036

NH&RA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: www.nasbatools.com



Greg Sidorov
National Housing & Rehabilitation Association
Signature of Person Responsible for
Administration of Continuing Education

MULTIFAMILY ACCELERATED PROCESSING (MAP)

This Certificate is Awarded to

James Woods

For Successful Completion of the MAP Underwriting Training

Presented by

Atlanta Multifamily Hub

June 3, 2011

Date



Paul J. Deignan, Jr.

Paul J. Deignan, Jr.
Acting Director
Atlanta Multifamily Hub